



spotlight

August 2008 Vol. 41 No. 8



♣ **TIM CRUISE** ♣

* First Ever Second Time Qualifier *



♣ **MAX QUASEM** ♣

* First Producer to Qualify in Under Five Years *



♣ **ROBERT ULREICH** ♣

* Qualified April 30, 2008 *



♣ **KELLY MCDONALD** ♣

* Qualified March 31, 2008 *

MILLION

08 ♣ **DOLLAR CLUB** ♣ YTD



ROGER SMITH

PRESIDENT & CEO
AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

THE MILLION DOLLAR CHALLENGE

These days, it seems like the number "one million" has become diminished and underrated. A city with a million residents is only considered mid-size. Lotteries of a million dollars are generally passed over in anticipation of a bigger jackpot. Television shows promise a million dollar prize to people who can answer a few trivia questions or pick the correct suitcase.

But take a moment to visualize just how much a million is. If you count aloud one number a second — a daunting task once you reach 10,000 — for 8 hours a day and 7 days a week, it will take you well over a month to reach one million. If you put one million American pennies in a pile, the resulting weight will be over 3 tons, just short of the regulation weight of an 18-wheeler.

We may see this number thrown around a lot, but in truth, one million is never a trivial amount, especially in regards to sales. In most businesses, it takes a team of people a considerable amount of time to achieve one million dollars in profit. At times, the idea of an individual accomplishing such an amount is considered impossible. Those who do reach this amount should absolutely be lauded.

This is why we established the Million Dollar Club. The members of this prestigious club have gone above and beyond what is expected of them as producers, and they deserve every ounce of recognition we can give them for their accomplishment. These outstanding

individuals have each produced over \$1 Million in Net ALP. We have now had occurrences of people qualifying for the club in less than five years and even qualifying for it twice. Care to see how long it takes to count to two million?

As Domenic will be speaking more in detail about our club members' achievements, I would instead like to take this opportunity to congratulate and thank the qualifiers for being business role models. Every individual producer should be striving to become a member of the Million Dollar Club, and no one can complain about it being too difficult. These fine folks have illustrated just what everyone at AIL is capable of — achieving the impossible.



American Income Life Insurance Company has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

spotlight

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Recruiting Support

www.aillife.com/rms
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SGA CAREER TRACK

New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$2,141,138.20 in bonuses. For more information on the monthly bonuses, turn to Page 7.

REQUIRED RETENTION RATE

Effective Jan. 1, 2008, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:	68%
Net to Gross:	78%

DATES TO REMEMBER

Monday, September 1, 2008

Home Office will be closed in observance of Labor Day.

Friday, September 26, 2008

All business and PR credits must be at the Home Office to count for September production.

November SGA Meeting

Please make sure that you get your flight information to travelrequests@torchmarkcorp.com no later than September 15th in order to ensure your room reservation at Planet Hollywood.

The deadline to send in your registration form for the November SGA meeting is October 1st. Send your form to travelrequests@torchmarkcorp.com or fax to 214-544-5316.

NEW RECORDS



PG. 04

15% CONTEST WINNERS



PG. 05

PROMOTIONS, ANNIVERSARIES AND BONUSES



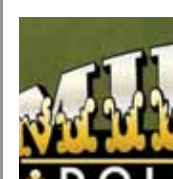
PG. 06

GRUDGE MATCH



PG. 08

2008 YTD MILLION DOLLAR CLUB



PG. 09



LOOK FOR ME!

FOUNDER'S CLUB OUTSTANDING PRODUCERS

August 2008

AGENT	SGA	QUALIFIED	NET ALP	TOTAL N/G *	RET
Timothy Cruise	Altig-Orlovic	23	\$108,980	84	75.0
Eugene Kashkin	David Orrico	2	50,144	94	90.0
Lily Tchen	Cohen-Cohen	5	86,854	86	78.5

*Percentage of Net to Gross

FOUNDER'S CLUB OUTSTANDING PR REPRESENTATIVES

August 2008

PR	SGA	QUALIFIED	GROUPS OR CARDS
Kenneth Altizer	HO WV	7	71 groups
Robin Andrade	HO MA	5	13,156 cards
Rona Pileggi Spano	HO Chicago	9	15,714 cards*
Al Wall	Joshua Chalom	8	15,782 cards

*Qualified 5/31/08

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at www.aillife.com or www.nilife.com. Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton, home of the Golden Globe Awards! The convention will be held May 14-17, 2009.



First \$10 Million Month Ever

\$10,712,215 *



BEST Recruiting WEEK
in Company History
166 Codes

BEST Recruiting MONTH in
Company History
544 Codes

total agent
count broke
2,800

four month retention
went up for the
fourth straight
month

over
113,000
leads generated

Our momentum has reached such remarkable levels of speed that each month brings new and exciting recognition of the phenomenal efforts of the "World's Greatest Sales Force." Your perseverance and positivity has created a quarter defined by outstanding growth and increase, and AIL/NILICO is diligently progressing towards \$250M ALP. You have truly given an "Encore" performance!

First Time 15% Contest

The number of First Time 15% Bonus earners increased from 209 Agents in June to 332 Agents in July!
Take hold of Opportunity Unlimited and join the list of managers who are leading their teams to increased production and putting extra money in their pockets.

YTD Contest Total Payout:
\$1,290,525.42

Top YTD Winners

July Winners

\$3,594.33



Ben Halali
Jatoft-Foti Agency

\$2,307.07



John Collins
Altig-Orlovic Agency

\$2,197.04



Wayne Fader
Marc Rosen Agency

\$1,981.81



Jeffery Thiel
Simon Arias Agency

\$1,944.34



Yvonne Hernandez
Cohen-Cohen Agency

Manager	Bonus Amount	Manager	Bonus Amount	Manager	Bonus Amount	Manager	Bonus Amount
Ben Halali ****	\$1,981.46	Terry Holden***	\$460.50	Catherine Minor*	\$242.40	Michael Camara *	\$153.15
Joseph Moore *****	1,768.38	Lori Sellers **	455.99	William Ray *	241.97	Toby Potter *	149.70
Jeffery Thiel ***	1,739.72	Maijargal Sukhbaatar **	451.68	Jason Ocean *	240.10	Robert Liles **	148.13
Brian Allt **	1,614.09	Philip Prata **	450.63	Desi Dimitrova *	240.08	Robert Hughes **	147.69
Michael van Delft **	1,574.60	Stacy Taylor *	437.83	Byron Paz **	238.95	Dennis Titcombe *	146.47
Stephen Hill ****	1,515.43	Alvin Hagens **	435.70	Lawrence Willhite *	236.04	James Robinson *	144.94
Wayne Fader ***	1,408.18	Daniel Orr **	435.22	David Walton **	233.81	Kellen Cuttance *	144.89
Yvonne Hernandez **	1,293.80	Aaron Burke **	417.85	Alan Silverman *	228.96	Calvin Moore *	143.45
Robert Shafer ***	1,244.09	Jason Harris *	416.88	Salvatore Gallo **	225.32	Lee van Delft *	141.97
Mitch Duplantis ***	1,220.08	Brett Gryska *	415.76	Jorell Washington *	223.44	Timothy Clark *	141.48
Earnest Powers ***	1,183.09	Ryan Vopat **	414.67	Darron Hacker *	221.11	Katie Chase *	140.82
Richard Sprigg ***	1,028.07	Bobby Gujral *	414.22	Christopher Feiner *	218.73	Johnathon Bunch *	139.88
Timothy Matteson ***	995.56	Jim Read *	409.79	Kenji Leonard *	212.65	Jose Tavera *	139.85
Alberto Alcala **	978.65	Daniel Phares **	408.67	James Cunningham *	212.36	Alfredo Ramirez *	139.25
Dustin Dunbar *	921.92	Michael Sheets ***	408.22	Garret Kun **	210.48	Michael Garrett *	138.18
Marcus Howard **	859.44	Jeremy Welch *	404.80	Kyriacos Davis *	209.14	Aubrey Sarreal *	134.19
Sebastian Kazek **	850.19	Scott Smaltz *	403.62	Edward Rangel *	208.61	Evan Holzhauser *	131.29
Harjeet Rana ****	842.98	Kurt Walters *	376.81	Osei Agyeman *	207.88	Alexander Seropian *	130.81
Stephen Bendure **	784.42	Moswen Taylor **	365.81	Glenn Van De Sande *	207.08	Pablo Garcia *	130.58
Eric Cochran **	767.59	Carl Zimkeit **	364.41	Arthur Greene *	205.02	Michael Mandella *	130.55
Sarai Castanon ****	743.38	Natalie Linker **	346.69	Matt Pflueger *	203.98	Kevin Holtz *	129.34
Sonny Gurney **	734.84	Sita Pereira **	314.18	Charles Clagett *	202.40	Kim Charles *	126.65
Julianna Jones **	728.80	Michael LiBassi **	300.00	Chad Neff *	202.32	Hsiaohsuan Li *	124.58
Levar Morgan ***	696.39	Daniel Valenzuela *	295.14	Craig Beck **	201.09	Rencel Jones *	123.04
Haoyu Xu *	687.50	Donny Bowen *	289.78	Michael Laramie *	199.26	Kristann Sloan *	123.04
Andrew Stinnett *	666.04	David Iriye *	268.88	Natalie Lloyd *	196.06	Stephane Masyn *	122.74
Cheryl Foti **	661.37	Michael Delahunty *	266.32	Michael Bromberg *	193.54	Stacie Jones *	122.18
Tim Schroeder ****	641.37	Stephen Jubrey *	264.93	James Allen *	190.90	Corby Jespersen *	121.72
Tiffany Roland **	622.38	Laura Fisher *	262.58	Brandon Teter ***	187.89	Maria Greene *	120.04
David Hausman **	622.36	Gevorg Yanukyan *	261.61	Phillip Humbel *	187.38	Matthew Jack *	119.55
Robert Vincent ***	622.05	Emmanuel Villasanor **	261.34	Jason Dickson *	185.86	Abolfazl Mohammadi *	119.48
Jared Mlinarich ***	609.59	Volodymyr Derevyanyy *	260.87	Christen Coppola *	185.86	Joshua Lageman *	116.09
David Wang **	591.88	Mathew MacCannell *	260.83	Andrew Reynard *	178.94	Christopher Babel *	113.77
Kirk Alexander *	590.80	Lindsay Bennett *	258.74	Melissa Losk *	177.04	James Ching *	112.52
Bradley Weigand **	572.90	John Charlton *	258.46	Jeremy Gray *	175.10	Christian Bryant *	112.51
Kenneth Greer **	562.51	Daniel Umbertone ***	255.03	Robert Kanaan **	174.09	Nelson Scott *	112.05
John Szoka *	559.83	Nicholas Zangardi **	254.83	Robert Gerdes **	173.03	Brad Thomas *	111.09
James Palmes **	539.60	Thomas Craig **	253.70	Reynaldo Singson *	168.54	David Thomas *	111.09
Norman Candelore **	517.20	Francisco Zarathustra *	253.50	Antonio Monica *	167.73	Mathew Mealey *	110.74
Samuel LaSala ***	492.27	James May *	250.33	David Aronovich *	167.19	Brandon Kissinger *	110.74
David Goodman *	489.19	Daniel Walton *	250.07	Sharif Grays *	165.49	Christo Williams *	110.69
Jermaine Gunter **	487.86	Ernesto Magat *	247.37	Christopher Stephens *	163.69	Martin McCarthy *	102.57
Jason Mayer ****	482.40	Marshan Johnson *	245.70	David Harrington *	159.08	Michael Marion *	101.01
Roger Melton **	467.61	Christopher Clark *	242.40	Tasha Tucker *	155.16		

* Bonus Count

Promotions

Regional General Agent

Eric Cochran	Samuel LaSala	Kelvin McDiarmid	Shaun McDonald
Tiffany Roland	Tim Schroeder	Jason Taylor	Emmanuel Villasenor

Master General Agent

Damien Cannaday	Darcie Crotteau	Kenneth Greer	Melissa Hale	Justin Herdzina
Corby Jespersen	Taina Lameko	Dewey Lewis	Darryl Lim	Robert Lynam
Timothy Matteson	Michael P O'Rourke	Larry Pereiro	Todd Royer	Marco Santos
Kevin Smith	Noah Strozier	Stacy Taylor	Daniel Valenzuela	James Vatert

General Agent 60%

Erickson Bencosme	Richard Blake	Chad Derrick	Nicholas Engrav
Jerrell Johnson	Ryan LeBaron	David Sellek	

General Agent 57.5%

Kevin Burton	Sarai Castanon	James Ching	Lee Croft	Daniel Eggers
Travis Eick	Keith Green	Jermaine Gunter	Terry Holden	Darryl Jones
Stephen Jubrey	Matthew Kernan	Joshua Lageman	Daniel Umbertone	

Supervising Agent 55%

Brent Arbour	Andrew Belsky	Richard Blair	Jera Culbert	Jason Duncan
Drew Johnson	Christopher Keller	Bernardo Lopez	Sheryl Patterson	Kurt Walters
Billy Wilder	Jason Zamora	Brandon Zangaro		

Supervising Agent 52.5%

Mina Afu	Osei Agyeman	Vicente Alaniz	Anthony Anderson	Mercedes Ayala	Michael Baier
Mickey Beaver	Beverly Bergthold	Robert Biser	Stephanie Broeder	Daniel Burnell	Jennifer Burrows
Jonathan Cochran	Eric Colson	Bruce Crowell	Majesta Davis	Isaac Duenas	Johnathon Ellington
Joseph Fink	Daniel Gamble	Joan Giron	Jose Harb	Dawn Hardin	Aaron Hickenbottom
Mike Hudnall	Charles Hull	Shawn James	Mark Janis	Keith Johnson	Lynn Jones
Thomas Kennedy-Cook	Dustin Kiss	Martina Laufenberg	Ernesto Magat	Regenia Mapson	Tehani Maragos
Jason Marlow	Ryan McIntosh	Brian McTear	Jayson Medema	Norbert Medina	Harold Miner
Abolfazl Mohammadi	Calvin Moore	Deon Moore	Allen Nelson	Jay Newsome	Travis Norman
Robert Nuss	Elvis O'Banor	Justin Onuoha	John Pagano	Peter Patrie	Dason Phaul
Wade Smith	Violetta Sochka	Ronald Starr	Iryna Sushkova	Toafa Teo	Joshua Toft
Ryan Trimble	Tina Ward	Evan Wicklund	Kevin Yakowich	Timothy Zettlemoyer	

Anniversaries

32 Years of Service

Larry Malitz

31 Years of Service

Malka Arony

23 Years of Service

Susan Fuldauer

22 Years of Service

Lawrence Dennis

20 Years of Service

Jacqueline deVooght

15 Years of Service

Nestor Aramayo
Michael Perkins

13 Years of Service

Raymond Lau

12 Years of Service

Kouassi Appiah
Doreen Ryan-Foti

8 Years of Service

Wes Elder
Robert Ulreich

7 Years of Service

Kris Barron
Gabriela Berloni
Zulfikar Bhukera
Susan Cooksey

7 Years of Service (cont.)

Darren Miller
Cathy Thompson

6 Years of Service

Barry Dillah
Joshua Goodman
Curt Snow

5 Years of Service

Alex Gonzales
Scott Keeney
Kevin MacKinnon
Maxine Moody
Joaquin Santos
Helen Taylor

4 Years of Service

Michel Dickey
Scott Hanna
Phillip Humbel
Kenneth Lett
Charles Riggs
John Collins
William DeTemple
Gabriel Feldmann
David Goodman
Ben Halali

3 Years of Service (cont.)

Sean Lacroix
Pamela Ladd
Stefanos LeBrasseur
Mickenzie Linse
Donald McCrary
Susan Pate
Agatha Safford
Scott Sonnenberg
Freida Yakubov
Jesse Zwack

2 Years of Service

Richard Correa
Rose Deacy
Miranda Dellinger
James Dunn
Brenda Ferreira
Bradley Kampmeier
Cynthia Layton
Janette Meza
Curtis Proebstel
David Romfoe
Paul Samra
Michael van Delft
Ryan Vopat
Federico Watkins
Nikki Woods

1 Year of Service

Brock Adams
Brian Balch
Debra Bell
Damien Cannaday
Jesus Cardenas
Elizabeth Cazares
Christian Chenier
Deonica Culberson
Deborah Darnell
Cara DeFiore
James Erickson
David Frissell
Dennis Fulton
Frederick Greene
David Harrington
Filipo Havili
Justin Herdzina
Sheila Krein
Darryl Lim
David Mellies
Mark Myles
Lorraine Nixon
Peter Patrie
Shameeka Pearson
Jeremy Philbin

1 Year of Service (cont.)

Miryam Posada
Alfredo Ramirez
Grant Reihana
Sarah Riley
Daniel Scoggins
Michael Solomona
Carmella Stroud
Samuel Styve
Lisati Tulimanu
Tevita Uasilaa
Lenard Walker
Zachary Wesseling
Theodora Wharemate

BONUS

Total Bonuses: \$2,068,775.13

PR Bonus*

QUALIFIER	SGA	AMOUNT
Al Wall	Josh Chalom	\$4,316.40
Manon Brulotte	HO CD (QC)	4,105.92
Larry Lozano	Jatoft-Foti	2,600.50
Frances Christie	HO CD (BC)	2,409.00
Mark Gagliardi	Jatoft-Foti	2,149.00
Robin Andrade	HO MA	2,136.00
Irene Rurycz	Surace-Smith	2,115.00
Lori Vaughn	HO US (OR)	1,735.50
Vivian Dwyer	HO US (VA)/Bitman	1,565.24
Rona Pileggi Spano	HO Chicago	1,524.31

TOTAL PR BONUS PAID: \$47,316.79
84 PR Reps Qualified

Leadership Bonus*

QUALIFIER	SGA	AMOUNT
Earnest Powers	Simon Arias	\$17,333.83
Jeffery Thiel	Simon Arias	14,946.12
Ben Halali	Jatoft-Foti	13,087.28
Laura Fisher	Eric Giglione	12,897.09
Mitch Duplantis	Marc Rosen	12,857.43
Cheryl Foti	Jatoft-Foti	11,198.79
Alberto Alcalá	Marc Rosen	11,092.61
David Iriye	Cohen-Cohen	10,697.57
Harjeet Rana	Imran Satti	10,293.14
Byron Paz	Josh Chalom	10,217.87

TOTAL LEADERSHIP BONUS PAID: \$751,810.96
597 Managers Qualified

Reinstatement Bonus*

QUALIFIER	SGA	AMOUNT
David Jackson	Tom Williams	\$3,607.91
David Wang	Bob Olson	1,477.17
Arthur Westergren	Tom Williams	1,151.03
Jera Culbert	Cohen-Cohen	1,120.78
Balvino Cardoza	Cohen-Cohen	1,041.48
David Ackerman	Eric Giglione	1,001.73
Lance Martin	Surace-Smith	931.86
Sami Mogannam	Jatoft-Foti	849.22
Carlo Bonifazi	Bob Olson	730.44
Adam Herman	Josh Chalom	717.76

TOTAL REINSTATEMENT BONUS PAID: \$26,115.70
71 Producers Qualified

WGB Bonus*

QUALIFIER	SGA	AMOUNT
Roghie Hassanloo	Josh Chalom	\$8,042.83
Elvis O'Banor	Eric Giglione	6,682.75
Amir Sedaghat	Altig-Orlovic	5,892.97
Helen Taylor	Altig-Orlovic	5,435.45
Lily Tchen	Cohen-Cohen	5,377.61
Adam Kahn	Jatoft-Foti	5,342.54
Jose Lopes	David Zophin	4,944.31
Tehani Maragos	Altig-Orlovic	4,909.04
Catherine Minor	Altig-Orlovic	4,837.16
Robert Ulreich	Jatoft-Foti	4,673.29

TOTAL WGB BONUS PAID: \$1,243,531.68
1,813 Producers Qualified

NON GRUDGE MATCH

They came. They sold. They conquered! The Fall SGA Meeting will be a time of celebration for the tag team winners. They will be presented awards on stage by none other than the tag teams they defeated.



SCORE

SCORE

705,374	Steve Greer and Paul Rumbuc	vs	Oldham-Bianchi and Fred Hadayia	639,409
2,324,284	Altig-Orlovic and Furer-Whittinghill	vs	Theodore Pappas and Marc Rosen	1,863,427
802,032	Simon Arias and Eric Giglione	vs	Surace-Smith and Travis Moody	790,755
314,528	Tyrone Conard and Barry Dillah	vs	Matt Hogan and Tim McAdams	211,553
917,675	Cohen-Cohen and Jatoft-Foti	vs	Joshua Chalom and Imran Satti	854,297
233,507	Bill Jennings and Alt-Orl-Lyse	vs	Allan Jennings and T J Rowell	227,044
199,704	Scott Keeney and Scott Rehberg	vs	Robert Harris and David Orrico	159,980
470,712	Joe Manone and Alt-Orl-Deley	vs	Matt Henderson and Tom Williams	409,889
96,646	James Bailey and David Solomonov	vs	Eric Neal and Darren Miller	58,930
430,668	Robert Olson and Alt-Orl-Venekamp	vs	David Zophin and Chris Hernandez	339,440
160,820	John Akers and Eddie Dhillon	vs	Josh Goodman and Matthew Wolfanger	118,399
364,536	Alt-Orl-Hay and Slav Bitman	vs	Alt-Orl-Traboulay and Steve Hartman	320,998
168,505	Jim Logan and Carla Miller	vs	A J O'Connor and Mark Gorman	132,330
248,238	Steve Friedlander and Gary Bleier	vs	Mark Hancock and Joe Diecedue	224,080
135,979	Scott Sonnenberg and Horace Johnson	vs	Josh Goodman and Sabrina Lloyd	118,398

RULES: the contest is for the ALP results of July 4, 11, 18, 25 and August 1 totaled. It is not for the 7/31 AP&P's. SGAs who meet or exceed their July coding objective get 5% in bonus ALP.

“The man who can drive himself further once the effort gets painful is the man who will win.” - Roger Bannister

MILLION DOLLAR CLUB

08 DOLLAR CLUB YTD

Million Dollar Club History

AIL/NILICO's Million Dollar Club was established in April 2006 to recognize Producers who have reached astonishing production heights. Unlike other companies that base qualification on a target amount of commissions earned by an agent, our Club is actually based on \$1,000,000 of premium written. Members of this club have achieved the remarkable, and 2008 has proven to be the year for new earth-shattering records. Tim Cruise raised the bar by being the Club's first double qualifier, and Max Quasem raced to the finish line to be the first Producer to qualify in less than five years.

Together, these four producers have written \$5,124,577 of premium. This equates to a monumental number of working families who are protected and can embrace hope for the future. Each of these producers, like the Million Dollar Club qualifiers before them, are fantastic representatives of the values for which AIL/NILICO stands for: equality, opportunity, and dedication. Sincere congratulations are extended to these outstanding individuals.

“

The success of the Club is measured by the amount of people who strive to get in and by the ones who do get in. This year, we have four qualifiers and two more possible qualifications by the end of the year. I have received a dozen inquiries from people who are running for the Club and want to know where they are with their production. What makes these people aim so high? I believe it's the desire to excel in every facet of their lives. Being a part of the Million Dollar Club is being a part of the very special people in the world who make things happen instead of watching them happen.

-Domenico Bertini, Director of Agents Retention





TIM CRUISE

**Allig-Orlovic Agency
formerly of the
Bob Olson Agency**

**\$2,013,869
Net ALP**

**First Ever
2nd Time Qualifier**

I first met Tim Cruise when I started at American Income Life as a field agent in 1999. Although he didn't know me, he offered his help to a new agent, and he has always been there to help anyone at AIL. Tim was always looked up to as a model agent. His work ethic, drive, and complete nature is what drives him to his success, and it rubs off on all who are around him. I wish to congratulate you, Tim, on your achievement into the Million Dollar Club for the second time. You are an inspiration to all.

-Bob Olson

Tim Cruise is an incredible person with equally incredible accomplishments. What impresses me the most, more than the awards he earns, the records he breaks, and all the success he has, is his passion to help others achieve even greater success than his own. His knowledge and energy are his fingerprints, and they are in every office from Hawaii to Newfoundland, from Alaska to Tennessee. He has helped motivate the Altig International Sales Force to be their best. That is a leader. That is Tim Cruise.

-Rick Altig

Success to this degree can only be achieved by a true champion. Tim Cruise has all of the qualities of a true champion; he is highly competitive, he is persistent, he has an extremely positive attitude, and he backs all of this up with a spectacular work ethic. These qualities are what make Tim such a powerful motivator to everyone in the company.

-Ilija Orlovic



ROBERT ULREICH

Jatoff-Foti Agency

**\$1,008,485
Net ALP**

**Qualified:
April 30, 2008**

Bob is a very unique individual and has more integrity than just about anyone I know. He is very passionate about what he does, and it is revealed in a good challenge. Bob has accomplished much since his beginnings with American Income in 2000. He has been in the top ten of AIL for the last five years. He has qualified for President's Club five times and is also a charter member. He is also enjoying his 65% contract which he earned for the last six years. Bob has now passed another milestone by producing over \$1,000,000 and becoming a member of the Million Dollar Club! We are proud and honored to have Bob on our team and look forward to his future accomplishments.

-John Jatoff

“2 Million of Net ALP - a huge milestone in my career. It seems like just yesterday when I was so excited after my first interview with AIL at the Chicago office.

I begin my daily appointment run with a full battery charge and a good dose of rock 'n' roll. When my battery gets low, it's time for an intense shark dive. This ultimate rush keeps me living right on the edge. After an intense shark dive, I experience a nice production spike. Sharks and sales - just like in life, you dive in and never know what you will find until you get there. You just have to make it happen day after day, month after month, year after year...consistency and high activity is key.

I'm a salesman that has fallen in love with his company, a company that is full of great people and outstanding leaders. Bernard Rapoport was and still is a genius, building a company for working families where we can focus 80 percent of our time selling and 20 percent of our time prospecting. I feel extremely fortunate to have such talented mentors like Roger Smith, my first SGA, who helped me to build a strong foundation and Scott Smith, Roger's successor and my second SGA, who was a great motivator and a successful coach. Rick Altig constantly reminds us that whatever we're thinking, it's not big enough. Ilija Orlovic, our field general, is the driving force at Altig International. They are a truly phenomenal combination of leadership.

My parents, Jack and Theresa, have been outstanding role models and instilled in me a strong work ethic. Dad told me that nothing worthwhile in life comes easy. I can still hear him saying, "Go get 'em boy!" and "Seize the day!" He helped me stay focused and in my routine. I've been blessed with the best wife anyone can ask for. My loving wife, Monique, is always there for me; not many wives would put up with a psycho, shark diving salesman.

You see, at AIL your dreams do come true; it is truly opportunity unlimited. My wife and I reside in Las Vegas, Nevada and are currently living the dream.”



Tim Cruise Swimming with the sharks

“New agents often ask me for the “secrets” to success as a personal producer, for the magical close of a sale.

There is no sales aptitude, only sales attitude. In sales as in life you can lose, or you can close, and the difference is one letter and a little extra effort. Do more than required, be better than expected, and surprise all of those whom think that they know you.”



MAX QUASEM

Cohen-Cohen Agency

**\$1,099,194
Net ALP**

**First Producer to
Qualify in Under
Five Years**

Congratulations to Max on being inducted into American Income Life's Million Dollar Club! There is no better way to celebrate a five-year anniversary with AIL than to become the RECORD BREAKER for reaching this goal in the shortest period of time.

Not only does the amount of business Max writes attribute to this honor, but his 87.1% retention rate shows his commitment to high quality and exemplifies the sincerity he has with his clients. Max is a perfect example of bringing together quantity and quality.

This phenomenal achievement, among many others, is what makes Max a part of the AIL Hall of Fame.

-Micah Cohen



KELLY MCDONALD

Allig-Orlovic Agency

**\$1,003,029
Net ALP**

**Qualified:
March 31, 2008**

Kelly McDonald is a true professional. His genuine integrity is what makes him so successful in this business and what makes him such a great friend. I believe one of the keys to Kelly's success is his deep internal motivation. Month after month, year after year, Kelly stays focused on his goals.

-Rick Altig

All successful people know hard work brings you luck, and Kelly McDonald is the luckiest guy in the world. Since he started his career, Kelly has been working to create the company we have today. The company is a direct reflection of Kelly, placing the highest value on honesty, loyalty, and integrity.

-Ilija Orlovic

“I feel honored to be represented among the top producers in the company and to be recognized for this great achievement.

My main concern was to get to this plateau not just by quantity of business but also coupled with quality to provide evidence that it can be done at a high level. To get to this stage in my career, it took a commitment to a work ethic, because legacies in our business are built on consistency, and the desire to help people.

My advice to all of the American Incomers is to set a goal for yourself and go for it. It is like target practice - you keep chipping at it, and eventually you will hit it. Once you have done that, do not settle; set another, and another, and another... Stay focused and stay motivated.”



“The most splendid achievement of all is the constant striving to surpass yourself and to be worthy of your own approval.

-Denis Waitley

“I feel privileged to be in the same group with members like Tim Cruise and Jinzhou Zhao. To become a part of this distinguished group first requires perseverance and consistency. Second, I always am willing to learn from and listen to my mentors and those of whom are successful at AIL/NILICO. I learned to work smarter instead of working too hard. I make sure that I am writing quality business that will stay on the books for a long time.

Qualifying for the Million Dollar Club was my goal, and reaching this goal is a great accomplishment when only a handful of others have qualified as well.”

Individual Producers



1. Roghie Hassanloo
Toronto, ON



2. Jose Lopes
Middletown, CT



3. Catherine Minor
Honolulu, HI



4. Tehani Maragos
Honolulu, HI



5. Elvis O'Banor
Edison, NJ



6. Amir Sedaghat
Vancouver, BC



Top 10 IceBreaker
7. Mercedes Ayala
Edison, NJ



8. Timothy Cruise
Las Vegas, NV



9. Helen Taylor
Surrey, BC



10. Kevin Ishikane
Honolulu, HI



IceBreaker 1
Mary Artis
Glen Ellyn, IL



IceBreaker 2
Thomas Vena
Pittsburgh, PA



IceBreaker 3
Ernesto Magat
San Jose, CA

	Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
July Production	1.	Roghie Hassanloo	\$34,800	78.0	Byron Paz	Josh Chalom	
	2.	Jose Lopes	30,519	68.5	Jose Lopes	David Zophin	
	3.	Catherine Minor	30,395	83	Christopher Clark	Altig-Orlovic	
	4.	Tehani Maragos	30,286	95	John Collins	Altig-Orlovic	
	5.	Elvis O'Banor	27,839	94	Laura Fisher	Eric Giglione	
	6.	Amir Sedaghat	27,735	85.6	Amir Sedaghat	Altig-Orlovic	
	7.	Mercedes Ayala	25,334	96	Ryan Hall	Eric Giglione	
	8.	Timothy Cruise	25,215	75.0		Altig-Orlovic	
	9.	Helen Taylor	24,832	79.1	Bobby Gujral	Altig-Orlovic	
	10.	Kevin Ishikane	22,956	69.6	Daven Hermosura	Altig-Orlovic	
	11.	Brenda Anderson	22,475	92	John Collins	Altig-Orlovic	
	12.	Lily Tchen	22,239	78.5	David Iriye	Cohen-Cohen	
	13.	Adam Kahn	22,042	69.8	Christopher Stephens	Jatoft-Foti	
	14.	Steven Stensrud	21,741	76.3	John McGrath	Altig-Orlovic	
	15.	Melissa Schroeder	21,281	96.2	Amir Sedaghat	Altig-Orlovic	
	16.	Mary Artis	20,735	95	Dustin Dunbar	Alt-Orl-Venekamp	
	17.	Thomas Vena	20,620	95	Earnest Powers	Simon Arias	
	18.	Kevin Appasamy	20,219	76.0		Altig-Orlovic	
	19.	Andrew Bishop	19,557	81.5	Andrew Bishop	Altig-Orlovic	
	20.	Ernesto Magat	19,461	89	Ben Halali	Jatoft-Foti	

ALL TIME RECORD: STEVEN STENSRUD \$71,391 1st Six Mo Agt

	Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
YTD Production	*1.	Roghie Hassanloo	213,833	78.0	Byron Paz	Josh Chalom	
	*2.	Kevin Ishikane	154,572	69.6	Daven Hermosura	Altig-Orlovic	
	*3.	Lily Tchen	152,586	78.5	David Iriye	Cohen-Cohen	
	*4.	Steven Stensrud	149,505	76.3	John McGrath	Altig-Orlovic	
	*5.	Max Quasem	141,042	88.8		Cohen-Cohen	
	*6.	Jose Lopes	133,987	68.5	Jose Lopes	David Zophin	
	*7.	Timothy Cruise	119,448	75.0		Altig-Orlovic	
	*8.	Freida Yakubov	116,268	84.5	Elaina Bosco	Tom Williams	
	*9.	Helen Taylor	116,139	79.1	Bobby Gujral	Altig-Orlovic	
	*10.	Jamison Weatherspoon	105,563	93	Nicholas Zangardi	Surace-Smith	
11.	Catherine Minor	104,222	83	Christopher Clark	Altig-Orlovic		
12.	Bianca Zaragoza	103,224	73.5		Steve Hartman		
13.	Amir Sedaghat	97,204	85.6	Amir Sedaghat	Altig-Orlovic		
14.	Elvis O'Banor	94,492	94	Laura Fisher	Eric Giglione		
15.	Kent Zadko	94,251	80.5	Shaun McDonald	Altig-Orlovic		
16.	Bobby Gujral	92,906	95.5	Bobby Gujral	Altig-Orlovic		
17.	Brenda Anderson	92,606	92	John Collins	Altig-Orlovic		
18.	Ross Ewen	91,872	68.5		Scott Rehberg		
19.	Patrick Taylor	90,328	68.9	Volodymyr Derevyanny	Altig-Orlovic		
20.	Benjamin Eggen	89,007	77.1	Benjamin Eggen	Altig-Orlovic		

ALL TIME RECORD: ZACHARY HART \$278,449 1st Six Mo Agt

	Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
July	1.	Mary Artis	20,735	95	Dustin Dunbar	Alt-Orl-Venekamp	
	2.	Thomas Vena	20,620	95	Earnest Powers	Simon Arias	
	3.	Ernesto Magat	19,461	89	Ben Halali	Jatoft-Foti	

An IceBreaker is a Producer who received his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 10 Individual Producers list for the month, as well as the next Top 3 in this category.

Supervising Agents



1. Jorell Washington
Baton Rouge, LA



2. Norman Candelore
Pittsburgh, PA



3. Craig Beck
Conyers, GA

General Agents



1. Kyriacos Davis
Pittsburgh, PA



2. Daniel Walton
Cleveland, OH



3. Sarai Castanon
San Jose, CA



4. James Ching
Long Island City, NY



5. Evan Holzhauser
Edison, NJ

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
July Production	*1.	Jorell Washington	\$30,022	\$42,889	88			Robert Harris
	2.	Norman Candelore	24,523	34,305	97		Jeffery Thiel	Simon Arias
	3.	Craig Beck	24,394	29,954	87		Brandon Teter	Matthew Hogan
	4.	Daniel Orr	23,688	23,688	71.7		Robert Kanaan	Imran Satti
	5.	Francisco Zarathustra	20,653	20,558	91		Yvonne Hernandez	Cohen-Cohen

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt
ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
YTD Production	*1.	Michael Garrett	185,000	206,805	71.5		Harjeet Rana	Imran Satti
	2.	Peter LilaLilomaiva	97,399	111,037	81		Lorenzo Lameko	Steve Friedlander
	3.	Maifea Fetu	88,203	130,955	91			Steve Friedlander
	4.	Michael Black	82,856	155,290	86		Brett Gyska	Oldham-Bianchi
	5.	Christopher Keller	76,628	98,423	71.0		Steven King	Paul Rumbuc

ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt
ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
July Production	1.	Kyriacos Davis	\$64,593	\$72,422	96		Earnest Powers	Simon Arias
	2.	Daniel Walton	58,555	87,590	73.0		Stephen Bendure	Surace-Smith
	3.	Sarai Castanon	55,391	56,511	96		Ben Halali	Jatoft-Foti
	4.	James Ching	53,254	61,863	98		Alberto Alcalá	Marc Rosen
	5.	Evan Holzhauser	48,985	61,061	88.0		Laura Fisher	Eric Giglione
	6.	William Ray	46,145	53,491	93		Jeffery Thiel	Simon Arias
	7.	Christopher Williams	40,050	43,646	69.2		Jeffery Thiel	Simon Arias
	8.	Danielle Jankowski	36,073	51,769	76.4		Michael LiBassi	Surace-Smith
	9.	Jermaine Gunter	35,088	37,440	91		Mitchell Duplantis	Marc Rosen
	10.	Kimberly Bird	33,960	41,695	92		Allan Gilbert	Bob Olson

ALL TIME RECORD: TAINA LAMEKO \$195,544 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$208,278 Net ALP

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
YTD Production	*1.	James Cunningham	190,796	251,286	69.4		Nicholas Zangardi	Surace-Smith
	*2.	Evan Holzhauser	187,778	225,067	88.0		Laura Fisher	Eric Giglione
	*3.	Daniel Walton	185,933	272,826	73.0		Stephen Bendure	Surace-Smith
	*4.	James Aalders	185,618	225,496	72.0		Harjeet Rana	Imran Satti
	*5.	Christopher Williams	141,883	183,918	69.2		Jeffery Thiel	Simon Arias
	6.	Danielle Jankowski	137,150	230,304	76.4		Michael LiBassi	Surace-Smith
	7.	Clifford Meikelburg	134,115	204,235	84		Wayne Fader	Marc Rosen
	8.	Raymond Risucci	128,909	230,835	71.0		Dorian Oldham	Oldham-Bianchi
	9.	Kyriacos Davis	125,526	155,222	96		Earnest Powers	Simon Arias
	10.	Dawn McElwain	124,934	211,820	79.7			Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Earnest Powers
Pittsburgh, PA



2. Alberto Alcalá
Long Island City, NY



3. Ben Halali
Concord, CA



4. Jeffery Thiel
Pittsburgh, PA



5. Cheryl Foti
Concord, CA

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
July Production						
1.	Earnest Powers	\$96,420	\$95,087	85		Simon Arias
2.	Alberto Alcalá	90,464	96,053		76.0	Marc Rosen
3.	Ben Halali	87,295	94,377		74.4	Jatoft-Foti
4.	Jeffery Thiel	86,717	91,286	86		Simon Arias
5.	Cheryl Foti	65,392	164,040		71.7	Jatoft-Foti
6.	Joseph Moore	62,635	73,090		70.0	Matt Henderson
7.	Laura Fisher	62,344	81,121		72.1	Eric Giglione
8.	David Hausman	60,143	106,836		71.9	Eric Giglione
9.	Richard Sprigg	56,979	65,426		71.1	Scott Keeney
10.	Samuel Cohen	55,454	92,983		69.3	Fred Hadayia
ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt						
ALL TIME RECORD: JEFF RIBMAN \$364,483 Net ALP						

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
YTD Production						
*1.	Lorenzo Lameko	574,148	752,261	85		Steve Friedlander
*2.	Brett Gryska	432,540	798,570		80.3	Oldham-Bianchi
*3.	Jeffery Thiel	313,504	353,382	86		Simon Arias
*4.	Joseph Moore	288,773	328,628		70.0	Matt Henderson
*5.	Cheryl Foti	288,318	737,692		71.7	Jatoft-Foti
6.	Earnest Powers	284,521	319,314	85		Simon Arias
7.	Laura Fisher	279,056	452,615		72.1	Eric Giglione
8.	Wayne Fader	278,889	358,409		71.8	Marc Rosen
9.	Alberto Alcalá	252,661	312,002		76.0	Marc Rosen
10.	Alex Grakhov	247,133	298,305		68.1	Surace-Smith
ALL TIME RECORD: JEFF RIBMAN \$1,802,351 1st Six Mo Agt						
ALL TIME RECORD: PAUL RUMBUC \$2,168,283 Net ALP						

Regional General Agents



1. Mitch Duplantis
Long Island City, NY



2. David Hausman
Edison, NJ



3. Francisco Perez
Flushing, NY

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
July Production						
1.	Mitch Duplantis	\$189,841	\$247,526		70.1	Marc Rosen
2.	David Hausman	144,272	215,666		73.7	Eric Giglione
3.	Francisco Perez	126,954	195,306		71.9	Theodore Pappas
4.	Harjeet Rana	126,403	213,442		69.1	Imran Satti
5.	Sonny Gurney	120,616	268,109		72.0	Paul Rumbuc
ALL TIME RECORD: JIM BIANCHI \$250,884 1st Six Mo Agt						
ALL TIME RECORD: JIM BIANCHI \$470,822 Net ALP						

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
YTD Production						
*1.	Mitch Duplantis	747,903	1,053,071		70.1	Marc Rosen
*2.	Harjeet Rana	739,157	1,156,197		69.1	Imran Satti
3.	Francisco Perez	720,810	1,148,117		71.9	Theodore Pappas
4.	David Hausman	672,068	1,167,915		73.7	Eric Giglione
5.	Sonny Gurney	578,452	1,544,074		72.0	Paul Rumbuc
ALL TIME RECORD: JIM BIANCHI \$1,989,902 1st Six Mo Agt						
ALL TIME RECORD: JIM BIANCHI \$4,570,094 Net ALP						

Public Relations



Chuck Hill
PR MANAGER
Concord, CA



Manon Brulotte
CATEGORY A
Montreal, PQ



Mark Gagliardi
CATEGORY A
Concord, CA



Darrell Dorey
CATEGORY B
Halifax, NS



Al Wall
CATEGORY B
Toronto, ON



Kenneth Altizer
CATEGORY C
Nebo, WV



Donald Spohn
CATEGORY C
Cleveland, OH

Category	Rank	Name	Production	SGA
July Production				
Mgr	1.	Chuck Hill	8,918 cards	Jatoft-Foti
	2.	Brenda Stipanovich	5,314 cards	HO US (PA)
	3.	Shannon Walker	4,672 cards	HO US (WA)
A	1.	Manon Brulotte	6,525 cards	HO CD (PQ)
	2.	Mark Gagliardi	4,708 cards	Jatoft-Foti
	3.	Denise Gilbert	3,950 cards	HO Chicago
	4.	Larry Lozano	3,699 cards	Jatoft-Foti
	5.	Brenda Stipanovich	2,832 cards	HO US (PA)
B	1.	Darrell Dorey	4,411 cards	Imran Satti
	2.	Al Wall	3,747 cards	Josh Chalom
	3.	Robin Andrade	3,628 cards	HO MA
	4.	Vivian Dwyer	2,933 cards	HO US (VA)/Bitman
	5.	Billy Sauers	2,302 cards	Tom Williams
ALL TIME RECORD: 18,960 Cards				
C	1.	Kenneth Altizer	11 groups	HO WV
	2.	Donald Spohn	9 groups	Surace-Smith
	3.	Richard Case	9 groups	Surace-Smith
	4.	John Wagner	7 groups	HO So. OH
	5.	Jerry Hartnett	6 groups	Surace-Smith
ALL TIME RECORD: VIVIAN DWYER 55 Groups				

Category	Rank	Name	Production	SGA
YTD Production				
Mgr	*1.	Malka Arony	42,077 cards	HO Los Angeles/Steve Hartman
	*2.	Chuck Hill	40,700 cards	Jatoft-Foti
	3.	Susan Fuldauer	37,437 cards	HO KY
A	*1.	Rona Pileggi Spano	23,388 cards	HO Chicago
	*2.	Brenda Di Somma	15,545 cards	HO NJ
	3.	Larry Lozano	13,273 cards	Jatoft-Foti
	4.	Mark Gagliardi	13,232 cards	Jatoft-Foti
	5.	Chuck Hill	13,115 cards	Jatoft-Foti
B	*1.	Al Wall	25,264 cards	Josh Chalom
	*2.	Robin Andrade	18,248 cards	HO MA
	3.	Vivian Dwyer	12,702 cards	HO US (VA)/Bitman
	4.	Cynthia Layton	12,306 cards	HO KS
	5.	Darrell Dorey	11,655 cards	Imran Satti
ALL TIME RECORD: DENISE BOWYER 61,879 Cards				
C	*1.	Kenneth Altizer	77 groups	HO WV
	*2.	Donald Spohn	46 groups	Surace-Smith
	3.	Richard Case	45 groups	Surace-Smith
	4.	Brett Hulme	35 groups	HO GA
	5.	Cheryl Cook	35 groups	HO PA
ALL TIME RECORD: KENNETH ALTIZER 136 Groups				

Public Relations Manager selection guidelines for recognition in the Spotlight are as follows:
 Must have two PR Representatives coded and meet all production requirements.
 Category A = SGA categories I and II.
 Category B = SGA categories III, IV, V, VI, VII, and VIII.
 Category C = Top number of group credits signed from all SGA categories.
 Also, please note, the number of leads will be used to break a tie in Category C.

State General Agents

New SGAs with pro-rated objectives are not eligible to compete for Year To Date Awards. SGAs must be at full objective for the last 6 months of the year.



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



David Cohen
CATEGORY II



Micah Cohen
CATEGORY II



Sabrina Lloyd
CATEGORY III



Rick Altig
CATEGORY IV



Ilija Orlovic
CATEGORY IV



Brian Traboulay
CATEGORY IV



Slav Bitman
CATEGORY V



Scott Keeney
CATEGORY VI



Simon Arias
CATEGORY VII



James Logan
CATEGORY VIII

1st Six Month Agent						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
July Production	I Surace-Smith	70.7	70.7	\$319,636	\$221,000	145
	Eric Giglione	73.4	73.4	195,394	170,000	115
	Jatoft-Foti	71.8	71.8	217,750	210,000	104
	II Cohen-Cohen	79.9	79.9	165,639	143,000	116
	III Sabrina Lloyd	95	95	25,482	9,550	267
	Marc Rosen	69.5	69.5	191,803	94,000	204
	Imran Satti	69.7	69.7	126,522	89,000	142
	Theodore Pappas	72.5	72.5	126,954	100,000	127
	IV Alt-Orl-Traboulay	70.0	70.0	104,965	73,500	143
Josh Chalom	72.6	72.6	90,749	85,500	106	
Alt-Orl-Deley	71.2	71.2	90,825	87,000	104	
V Slav Bitman	69.3	69.3	103,831	73,500	141	
Allan Jennings	76.2	76.2	81,497	69,500	117	
VI Scott Keeney	71.2	71.2	88,882	62,000	143	
James Bailey	84	84	52,873	52,000	102	
VII Simon Arias	86	86	183,704	39,000	471	
Tim McAdams	86	86	64,345	37,000	174	
Eddie Dhillon	70.5	70.5	49,183	34,500	143	
A J O'Connor	70.1	70.1	45,435	43,500	104	
VIII James Logan	74.7	74.7	41,547	32,500	128	

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
YTD Production	I Surace-Smith	70.7	70.7	2,279,959	1,547,000	147
	III Sabrina Lloyd	95	95	36,553	9,550	383
	Imran Satti	69.7	69.7	742,943	623,000	119
	Marc Rosen	69.5	69.5	753,749	658,000	115
	Theodore Pappas	72.5	72.5	727,002	700,000	104
	V Slav Bitman	69.3	69.3	611,566	477,000	128
	Allan Jennings	76.2	76.2	496,138	486,500	102
	VI Mark Hancock	71.1	71.1	416,556	402,500	103
	VII Simon Arias	86	86	568,882	165,500	344
	Tim McAdams	86	86	261,873	222,000	118
	VIII Joseph Diecedue	69.8	69.8	239,852	227,500	105

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
July	Top Rookie					
VII	Simon Arias	86	86	183,704	39,000	471

TOP ROOKIE
Simon Arias
Category VII



The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of 1st Six Mo Agt Objective for the featured month.



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



David Cohen
CATEGORY II



Micah Cohen
CATEGORY II



Sabrina Lloyd
CATEGORY III



Josh Chalom
CATEGORY IV



Slav Bitman
CATEGORY V



Mark Hancock
CATEGORY VI



Simon Arias
CATEGORY VII



Randy Teyssier
CATEGORY IX

Net ALP						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
July Production	I Surace-Smith	71.0	71.0	\$667,226	\$433,000	154
	Altig-Orlovic	72.0	72.0	2,045,470	1,517,000	135
	Jatoft-Foti	72.0	72.0	504,183	412,000	122
	Eric Giglione	73.0	73.0	361,042	325,000	111
	II Cohen-Cohen	80.0	80.0	346,463	282,000	123
	Joe Manone	76.0	76.0	199,826	195,000	102
	III Sabrina Lloyd	95	95	45,908	17,250	266
	Marc Rosen	70.0	70.0	250,113	182,000	137
	Imran Satti	70.0	70.0	227,091	173,000	131
Theodore Pappas	73.0	73.0	194,298	191,000	102	
IV Josh Chalom	73.0	73.0	280,328	165,000	170	
Alt-Orl-Deley	71.0	71.0	229,879	165,000	139	
Alt-Orl-Traboulay	70.0	70.0	194,790	143,000	136	
V Slav Bitman	69.0	69.0	167,635	147,000	114	
Allan Jennings	76.0	76.0	137,803	134,000	103	
VI Mark Hancock	71.0	71.0	140,055	113,000	124	
VII Simon Arias	86	86	187,393	78,000	240	
IX Randy Teyssier	92	92	18,246	16,250	112	

Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
YTD Production	I Surace-Smith	70.7	70.7	3,998,958	3,031,000	132
	Altig-Orlovic	71.7	71.7	10,745,845	10,619,000	101
	II Cohen-Cohen	79.9	79.9	2,073,077	1,974,000	105
	III Sabrina Lloyd	95	95	74,196	17,250	430
	Imran Satti	69.7	69.7	1,212,514	1,211,000	100
	IV Josh Chalom	72.6	72.6	1,455,943	1,155,000	126
	Alt-Orl-Deley	71.2	71.2	1,311,239	1,155,000	114
	V Slav Bitman	69.3	69.3	1,029,504	939,000	110
	VI Mark Hancock	71.1	71.1	930,210	791,000	118
VII Simon Arias	86	86	621,858	326,000	191	
IX Randy Teyssier	92	92	18,246	16,250	112	

Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
July	Top Rookie					
III	Sabrina Lloyd	95	95	45,908	17,250	266

TOP ROOKIE
Sabrina Lloyd
Category III



The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of Net ALP Objective for the featured month.

MONETARY DONATIONS

American Income & National Income

- \$50,000 to the *National Labor College*
- \$30,000 to the *American Rights at Work Education Fund*
- \$10,000 to *AFSCME* for the 2008 Convention for the Southwest District
- \$5,000 to *National Consumers League*
- \$5,000 to *United Farm Workers*
- \$5,000 to the *Texas AFL-CIO Scholarship Fund*
- \$2,000 to the *UFCW Leukemia Fund*
- \$1,500 to the *Alaska Professional Firefighters Association*
- \$1,000 to the *IBT National Black Conference*
- \$500 to *Texas Democratic Women of Central Texas* for a patron sponsorship

Top Contributions of Centralized PR

- \$25,000 to *SEIU 7821* for *Keep LA Running* (HO LA/OC)
- \$3,500 to *UFCW* as an annual donation (HO LA/OC)
- \$2,000 to *AFL-CIO* as a 24th Annual Community Service of Central Maryland Golf Gold Sponsorship (HO DC/MD)
- \$1,500 to *African American Contractors' Day* (HO Chicago)
- \$1,500 to the *UFCW 555 Golf Tournament* for its scholarship fund (HO US - WA)
- \$1,500 to the *Northern VA Central Labor Council Dinner* (HO DC/MD)
- \$1,150 to the *Teamsters Charity Event Dinner and Sponsorship* (HO Chicago)
- \$1,050 to *SEIU 1* as a golf hole sponsor (HO Chicago)
- \$1,050 to *UFCW 700* for the *Leukemia Fund Golf Tourney* (HO IN)
- \$1,000 to the *North Central States Regional Council of Carpenters Scholarship* (HO US - MN)
- \$1,000 to *UFCW 1529* for the *Leukemia Fund Golf Tournament* (HO TN)
- \$1,000 to the *IBT 89 Scholarship* (HO KY)
- \$1,000 to the *Peace Officer Memorial* (HO LA/OC)
- \$750 to the *Washington State Labor Council AFL-CIO Golf Tournament* (HO US - WA)
- \$727 to the *Laborers District Golf Tournament* (HO Chicago)
- \$647 to *UFCW 881 Shoot for a Cure* for giveaways (HO Chicago)

Top Contributions of Centralized PR (cont.)

- \$600 to the *Royal CD Legion NF & Labrador Command* (HO CD)
- \$600 to the *Labor Federation Awards* (HO OK)
- \$500 to *AFSCME 2406* for its *Casino Nite* (HO OK)
- \$500 to the *IUOE 882 Scholarship* (HO CD - BC)
- \$500 to the *AFL-CIO Annual Cody Harrop Scholarship* (HO MA)
- \$500 to the *TN AFL-CIO Labor Management Summer Conference* (HO TN)
- \$500 to the *Washington State Fire Fighters Association* (HO US - WA)
- \$500 to the *ATU 758 Golf Tournament* (HO US - WA)
- \$500 to *BLET-WRGCA* (Brotherhood of Locomotive Engineers & Trainmen) (HO US - ID)
- \$500 to the *IBEW/NECA Golf Tournament* as a sponsor (HO US - WA)

The Jatoft-Foti Agency's Top Contributions

- \$2,750 to the *Bay Area Union Labor Party*
- \$1,500 to the *Plasterers & Cement Mason's Scholarship Foundation Golf Tournament*
- \$1,500 to the *CA Credit Union League PAC Dinner with Bill Cheney*
- \$1,500 as a *Spectrum FCU Golf Tournament Sponsor*
- \$1,100 to the *Memorial Guide Dogs of America Golf Tournament*
- \$920 to the *2008 CU Professional Development Conference*
- \$500 to the *All Charities Teamsters Golf Tournament* for a sponsorship
- \$500 to the *Sacramento CLC Tom Kenny Golf Tournament*

Total \$12,381.58



Pictured above is Jules Pagano presenting a check to NLC's Robert Molofsky (Acting Director of Development of the National Labor College) along side Steve Schlossberg and Denise Bowyer.

PERSPECTIVE



SCOTT SMITH

EXECUTIVE VICE PRESIDENT
& CHIEF MARKETING OFFICER

OPPORTUNITY UNLIMITED NOW MORE THAN EVER

I would like to ask the veterans to help me communicate this message to our Sales Force.

I received an email this past week from David Hausman. David is one of the most successful sales leaders this company has ever seen. He works for the Eric Giglione Agency in New Jersey.

David forwarded me an article from a 1998 Spotlight regarding agents who wrote \$15,000 of Net ALP received a \$500 monthly bonus. Mind you, I realize the last ten years have gone by pretty quick for most of us, but ten years isn't exactly a lifetime ago. *Opportunity Unlimited*, as phrased by our founder, Bernard Rapoport, has not only been nearly perfected, it has been enhanced and become a reality repeated under Roger Smith's leadership along with the assistance of the Executive Councils.

Today, that 1998 Agent, if consistently producing the same \$15,000 ALP in a five week submit month, could potentially receive \$2,250 in bonuses and depending on their tenure as much as \$875 in guaranteed advances. That's over \$3,125 in one month, an increase of over 625 percent!

For Sales Managers, the recent changes in our manager's compensation system have, without question, resulted in significant increases in the amounts of sales management bonuses paid. If you harbor doubt, then just ask your SGA who pays half with the company.

At the SGA level, the progress wears a disguise. The disguise is that if a 2008 SGA writes at the same level as a 1998 SGA, or even a 2006 SGA for that matter, then they are less profitable even if they write the same level of business. It's the cost of doing business. Now, if that agency is growing, then that's another story. While the SGA of a growing agency today does, without question, pay more

for a dollar of premium, the extra money invested by the SGA and the company results in growth (nearly 20% YTD!). The corresponding profit well exceeds the present value of the investment made today.

Simply said, if you're inclined to be productive in 2009, then *Opportunity Unlimited* is truly stronger than it has ever been. At AIL/NILICO, the ball is in your hands. The limit is where you set it.

No one is going to tell you on Saturday morning that you have written too much and you can't go in the field the rest of the week. No one is going to tell you that you have reached your recruiting limits and must stop building. There is no top-end limit on the leads you can produce.

I think the most de-motivating position one can be placed in is to already know on Monday morning how much your paycheck will be on Friday, and to be unable to do a thing to increase it.

So, what is the common thread of *Opportunity Unlimited*? It's about three things: current cash flow, long-term financial prosperity, and the ability to make a difference in the lives of people who look to you for opportunity....unlimited.

David Hausman, thanks for reminding us of our 2008 opportunity—by allowing those most experienced to reflect on just how far we have come, both individually and as a company—and for reminding us to share it with those most new so that they may enhance their very own commitment to *OPPORTUNITY UNLIMITED*.

Take this Year's
Production

Over the Top



SEE YOU ON THE RED CARPET

2009 Convention: May 14-17, 2009 · Stay at the Beverly Hilton, home of the Golden Globe Awards · For complete Convention Qualifications, go to: www.aillife.com/agency/spotlight/maingtl.htm



World's Greatest Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Stefan Comanita	\$713.96	Julie Wells	\$620.61	Pamela Drury	\$521.11	Ghina Malaney	\$452.30
Dustin Kiss	713.56	Lima Drysdale	619.28	Melissa Nabity	519.55	Martina Laufenberg	451.77
Shaun Williams	710.03	Beverly Berghthold	616.69	Raenan Guadez	519.20	Layla Torres	450.61
Jacob Fowler	708.76	Deonica Culberson	616.52	Casey Larson	518.15	Alexander Scott	449.68
Harold Miner	707.89	Johnathon Ellington	615.85	David Aronovich	516.85	John Martins	447.89
Christopher Plitt	707.42	Daniel Dummer	615.54	Richard Brown	516.24	Martina McKinney	447.23
Emma Graham	706.42	Charles Wachuku	608.85	Brad Thomas	515.65	John Johnson	446.35
Nicholas Tracy	706.03	Daniel Scoggins	606.25	Reyna Munoz	513.83	Preston Foster	446.16
Rochelle Bolen	700.02	Michael Young	606.02	Linda Geter	511.55	Shamecka Nelson	446.15
Akiesha Cochran	698.68	Osei Agyeman	604.91	Katherine Georgiou	511.19	Augustine Facundo	445.35
Anca Susan	698.58	Jean Michelle Hardee	601.25	Sharon Nigota	510.70	Franlisa Williams	443.90
William Coyle	697.91	George Manuel	600.80	John Averi	510.15	Elaina Bosco	443.29
Marlin McKinney	697.85	Carmen Johnston	600.25	Brenton Betts	509.88	Colleen Goodine	443.11
Greg Luna	696.02	Tiffany Roland	599.97	Sun Yoon	507.99	Wieslaw Zamoziak	442.66
Seth Raymond	695.62	Joseph Hauk	596.60	Alexi Sarchett	506.61	Alvaro Pacheco	441.10
Cynthia Wilwayco	695.46	Steven Roy	596.52	Ardith Jefferson	506.59	Benjamin Diewold	440.78
Nicholas Wolle	693.76	Sharnitha King	596.36	Carlos Yearwood	505.86	London Burnett	440.55
Kendall Reeves	692.18	Jammal Vaughn	594.92	James Conley	504.52	Angela McCarty	439.37
Joan Giron	687.01	Cindy Craven	594.04	Lubedolo Ntontolo	504.46	Jared Miller	438.40
Jeremy Engrav	685.37	Jason Scott	591.15	Charlie Manuel	504.21	Christopher Babel	438.05
Amy Buskas	685.21	Richard Gallego	586.29	Nicholas Cason	501.44	Jeffrey Mayfield	435.14
Regenia Mapson	683.41	Justin Germany	584.37	Maysem Alsaïdi	500.74	Stephen Coughlin	434.58
Douglas Bauknecht	682.92	Mitchell Matthews	581.68	Nicholas Brown	499.88	Kimberly Riley	434.48
Jeff Lamar	682.90	Adrienne Terry	580.44	Dale Dalager	498.99	Anthony Mele	433.19
Diana Upchurch	681.97	Hasheim Jones	580.40	Pareesh Takrani	498.60	Dmitriy Kagan	433.10
Jason Zamora	680.23	Dana Ramadan	579.01	George Kuruvilla	495.50	Lora Beronja	431.52
Latrice Collier	680.22	Felix Berger	577.24	Michael Jones	493.67	Allan Shapiro	431.37
Perry Whitehead	679.98	Matthew Lopez	576.81	Craig Byer	492.38	Jason Hnatonko	430.27
Che Zong	679.43	Jason Young	576.10	Daniel Johnson	492.38	Jonathan Unger	428.47
Karen Gagarin	678.94	Joshua Berns	572.63	Jo Karr	491.60	William Walter	426.98
Adam Smith	676.30	Humberto Quintero	571.75	Adam Scriver	491.35	Oleksiy Kuznetsov	423.38
Mark Bostwick	673.92	Corey Fearn	571.68	Daniel Valenzuela	491.21	Joshua Baker	422.82
John Charlton	673.16	Nathan Rainey	571.03	Maria Vesey	490.15	Mark Beckford	422.11
Brock Graff	672.60	Rishaun English	569.21	Kristann Sloan	490.08	Kimberly Hall	421.62
John Brandon	672.30	Shayna Easton	567.13	Jennifer Midgett	489.41	Yolanda Palmer	420.71
Larry Chick	671.33	Scott Florin	565.42	Michelle VanoyWarner	489.16	Samuel Florent	420.39
Mitchell Schwartz	670.82	Raun Demons	565.13	Clayton Menezes	487.86	Triona Hanley	420.23
Harold Canter	670.43	James Schultheis	563.33	Beth Snow	486.26	Anthony Anderson	420.06
Julie Hallgren	669.71	John Elgert	561.59	Benjamin Vondrak	485.00	Brandon Plair	419.93
John Cochran	669.63	Wayne Lurch	561.46	Stanley Sagi	483.89	Tihesha Allen	417.72
Angela Allman	669.49	Raphael Bouchereau	560.01	Hilda Ames	482.16	Eric LaBossiere	417.25
James Larkin	669.30	Katie Lee	559.63	Michael Errera	481.87	Christopher Bauer	414.72
Austin Powell	666.87	Jon Giebultowski	559.04	Eric Trautloff	481.47	Desmond Kamara	412.97
Rose Deacy	663.63	Erica Cassavaugh	557.82	Donald Shuck	481.28	Torrey Vanpelt	410.96
Shanshan Chen	663.50	Stefan Enciso	557.61	Jason Sutton	480.86	Ahmed Karkoura	410.07
Ivoni Amato	663.23	Migena Myftiu	556.93	Michael Weeder	480.82	Carol Woodget	409.12
David Rollinger	662.26	Alfredo Salazar	556.81	Vincent Caldwell	480.56	John Barrows	408.92
Rasha White	662.02	Nicholas Linonis	556.47	Edwin Cuebas	478.21	Richard Goldman	407.89
Maria Esposito	659.94	James Kelly	556.11	Corrie Williams	476.03	Adam Collard	407.42
Stephane Masyn	658.84	Hilda CarrilloRobles	556.06	Shaun McDonald	475.81	Rob Hay	406.84
Corey Neff	658.01	Taneshia Solomon	550.66	Shiwa Hollingsworth	474.83	James Cullen	406.81
Sunshine Moran	657.02	Stephaan Brown	549.30	Angela Chambers	473.99	Jennelle Smith	406.50
Huihann Wee	656.68	Adam Dziak	549.23	Darryl Harrison	472.55	Michael VanMeter	406.48
Almir Toska	653.05	Dawn McElwain	547.03	Allen Nelson	472.12	Sita Pereira	404.17
Sean Lacroix	652.01	Christian Pontiga	545.36	Nicholas Esposito	471.96	Michael Baier	403.98
Greg Stewart	651.23	Rory Crockford	545.25	Robert Lopez	470.90	Kevin Burton	403.96
Elizabeth Hodgson	650.20	Ronald Berube	541.94	Alfredo Ramirez	470.79	Terrence Wicks	401.55
Zachary Fisher	648.30	Aseneth Meza	541.69	Jason Dickson	470.73	Brian Raemer	400.18
Ian Todd	646.40	Guyaine Cyr	539.51	Steven Disque	469.75	Timothy Velky	400.07
Mathew MacCannell	645.25	Michael Boyer	539.44	Nancy Crampton-Brophy	469.11	Earl Laguff	400.03
Anne Powihongi	643.60	Brandon Silbernagel	538.77	Irakli Dolidze	467.19	Brendan Boyle	397.62
Alan Weissen	642.75	Kiran Aya	538.75	Micah Jordan	466.59	Brian Jensen	396.48
Richard Blair	641.85	Robert Spencer	537.94	Brittany Smart	464.18	Robert Surguy	395.88
Elma Walker	639.56	Garret Kun	536.32	Amy Cyrus	464.06	Aaron Pullam	394.94
Candace Engelson	639.52	Henry Dang	536.16	Saeideh Nessar Ali	463.54	Samuel Cofer	394.71
Katherine Wright	637.26	Shawn Deville	534.60	Jesse Wise	463.26	Michael Little	394.31
Anthony Quimby	635.67	Abolfazl Mohammadi	534.56	Aubray Breaux	463.06	Kevin MacKinnon	391.98
Duane Robertson	635.62	Racquel Henderson	534.19	Carlos Hernandez	462.21	Daniel Phares	391.65
Rosemary Martinez	635.46	Rochelle Kieta	533.71	Syntoshia Tolbert	461.99	Charles McMain	391.29
Michael Antognoli	634.78	Shasta Doty	533.16	Dan McCann	461.34	Linitria Cosier	390.12
Matthew Nereng	632.70	Cecelia Kim	529.94	Marco Santos	460.99	Chad Lewis	389.48
Jacqueline Reim	631.91	Kent Zadko	528.61	Darnell McGhee	460.81	Theodora McDonald	388.97
Edward Bernard	630.18	Barbara Leader	528.59	Adrian Moye	460.12	Ahmad Hanif	388.83
Herivelto Pereira	628.33	Susan Devore	524.69	Timothy Nichols	459.07	Rita Haidinger	388.39
Olga Borisova	625.91	Eric Williams	523.67	Tami Dixon	457.71	Brandon Bluhn	388.01
Rhelda Allen	625.41	Michael Alvarez	523.20	Bryan Fareri	457.17	Steven Newell	387.93
Thomas Parker	624.74	Siulolovao Kafaika	522.25	Laren Hagar	456.30	Raymond Risucci	385.53
John Fargot	623.32	Tanya Lockhart	522.12	Victor Cazares	453.38	Barbara Stillwell	385.50

World's Greatest Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Patricia Flexhaug	\$384.62	Steven Valeo	\$322.71	Dara Colbert	\$274.95	Volodymyr Derevyanyy	\$235.88
Rajiv Mehra	383.85	James Delaplante	321.96	Nathan Bishop	274.84	Angelina Thomas	235.15
Douglas Zigby	382.60	David Ramirez	321.29	Breno Soares	274.45	Demetria Holmes	234.85
Dennis Robinson	381.06	Katrice Hunte	320.82	Francisco Zagal	273.78	Robert Dunn	234.52
Patricia Anderson	380.99	Emmanuel Paye	320.21	Brandin Foss	273.20	Patricio Mamaclay	233.32
Deborah Darnell	379.72	Maijargal Sukbaatar	319.65	David Romfoe	272.28	Paulo Rosa	233.12
Arlista Llewellyn	376.89	Jun Ma	318.77	Christopher Jordan	271.83	Faith Philbeck	232.48
Charlie Warren	376.08	Ryan Whorley	318.16	Daimar Wilson	271.54	Charles Brown	231.06
Reginald Patrick	373.33	Sharon Castellano	317.99	Angelica Gallardo	271.50	Mildred Rush	230.80
Chris Johnson	372.62	Taylor Roseveare	317.39	Paul Teko	271.44	Scott Klutman	229.77
Angela Albergotti	372.21	Stephen Scheri	316.33	Thomas Soloweyke	271.35	Earnest Watson	229.06
Maifea Fetu	370.56	Michelle Rinaldi	316.25	Floyd Hodoh	271.22	Kai Takekawa	228.48
Eric Bott	369.93	Thomas Spinnie	316.11	Aaron Haskins	270.62	Amandeep Kaur	228.32
Joelann McCracken	368.64	Stephanie Caccamo	315.17	Ana Acevedo	270.02	Faapoi Uvea	227.30
Bill Strain	367.43	Mark Arnold	315.13	Ryan Trimble	269.65	Allison Bankowski	226.49
Cecilia Tidwell	367.42	Raymond Phillips	314.70	Timothy Keene	268.94	Larry Williams	225.73
Ryan Joachim	367.35	Shawn Robinson	313.27	Lennis Hayes	267.34	Motia Rimamate	225.73
Timothy Zettlemoyer	366.87	Richard Greenberg	312.15	David Epifano	266.69	Josh Cutler	225.60
Lamine Diakhate	366.66	Raemona Wingham	311.71	Stacy McKoon	266.24	Jason Marlow	225.18
Stefan Novik	366.55	Christopher Fields	311.57	Averyl West-Washington	265.00	Richard Walsh	224.91
Joseph Hecker	365.81	Cinda Blume	310.42	Miranda Dellinger	264.19	Lisa Mullnix	224.60
Dominique Jones	365.79	Jennifer Hook	309.62	Joseph Walls	264.00	Corby Jespersion	223.52
Loumalle Pekipaki	364.57	Jeffrey Dugan	309.36	Bryan Dye	263.70	David Farroway	223.44
Jason Hinson	364.47	Jose Saldivar	308.99	Tyler Reed	263.61	Thomas Tulowiecki	223.18
Jim Read	364.02	Diego Arango-Puerta	308.90	Todd Rothfuss	262.96	Mark Barbicas	222.40
Ryan Bisanz	363.72	Suzanne Otto	308.19	Derrick Hall	261.56	Aaron Gebke	221.77
Christopher Brown	362.68	Summayyah Muhammad	307.65	Daniel Jones	261.20	Steve Dietschy	220.81
Dustin Raaum	361.22	Annalee Ritter	307.12	George Noujaim	261.06	Imani Webb	220.25
Jason Hall	361.11	Sonia Trevino	307.02	Ulysees Moore	261.02	Valorie Nhean	219.86
Carl Brown	360.93	Brandon Belisle-Lamoureux	305.93	Thomas Matthews	260.79	Manuel Karasimonyan	219.21
Ryan Russell	360.57	Badr Bouchnafa	303.89	Ryan Stenglein	259.32	Varonica Provenza	218.67
Dustin Dunbar	359.75	Anthony Best	303.18	Ryan Knudson	259.16	Yunita Hartono	217.84
Adelfa Parinas	359.66	Bryant Smith	302.82	Chad Neff	258.75	Lori Kashfinejad	216.95
Mina Afu	355.53	Alex Felix	300.73	Pauline Mane	258.50	Marsela Kresic	215.93
Randall Sanford	355.30	Erica Buda	299.76	Melissa Tomberlin	257.13	Keith Johnson	215.53
Nasser Alvarado	354.81	Heather Hewitt	299.65	Wesley Gaultney	256.94	Jernaria Reynolds	215.28
Wycliffe Matthews	353.88	Paul Whaley	299.51	Vanessa Nulick	256.71	Latorya Hedgepeth	214.92
Lamar Jordan	352.25	Bryan Graff	299.35	Stephen Laday	256.42	Jasen Braun	214.19
Anthony Medlock	351.39	Douglas Grigg	298.86	Meriwether Downey	255.46	Dustin Henderscheid	213.61
Cedric Manns	351.15	Perry Taylor	297.48	Charles Clagett	255.28	Elena Ungaretti	213.39
Michael Frazier	350.32	Jaclyn Pantalone	296.85	Vincent LaRocca	254.42	Ted Schilling	212.55
Debera VanDyke	350.30	Richard Whittle	295.71	Brian Lissner	253.98	Allison Smith	211.92
Geoffrey Hoffman	349.74	Ruben Soberanes	294.48	Kelvin Chu	253.80	Estela Rodriguez	211.09
Jennifer Dillon	349.65	Michelle Faber	293.73	Michael Audley	253.68	Michelle Fisher	210.24
Natalie Linker	349.24	Adam Schacter	293.42	Loren Jemison	252.84	Scott Christopher	210.21
Benton Tong	348.48	William Heyl	292.87	Anthony Kinzler	252.51	Philip Ager	209.64
Brian Campbell	347.59	Sidney Hodgskiss	292.04	Janice Park	251.06	Jayne Herrick	209.12
Renata Szwab	342.59	Moustafa Makhmoud	291.79	Ronell Green	250.89	Detreia Glover	208.23
Bohdanna Patrie	341.96	Laurence Patten	290.68	Christopher King	250.68	Jennifer Holliday	208.16
Anatoli Guelfgat	341.26	John DeRosier	290.01	Ronaldo Bassini	250.68	Sammy Fields	208.12
Kelly Irwin	340.93	Phillip Kogel	289.46	Tony Fox	250.65	Kuljeet Grewal	207.88
Patrick Parisi	340.80	Cynthia Wilhelmi	289.08	Megan Schwab	249.84	Pablo Cruz	207.88
Amber Edwards	340.33	Amber Howery	288.96	Eric Vaughan	249.58	Eugenia Wainwright	207.45
Jerry Marion	340.21	Erin Ralph	288.81	Shannon Andrews	248.22	Nicholas Collinger	207.35
Jason Voelkl	339.27	Lesley Wells	288.81	Vanessa Garcia	247.93	Michael Enman	207.04
Jonathan Russell	339.16	Kathleen Irwin	288.28	Catherine Mak	246.72	Suzanne Folmar	206.91
Thomas Bryant	338.70	Laura DiPietro	288.26	Krystle Chichester	246.59	Julie Angle	206.83
Michael C O'Rourke	338.55	Richard Carter	287.53	Christine Adams	244.70	Rosemary Fleming	205.99
Gwendolyn Blue	337.30	Pamela Lyskawa	287.49	Andrea Kummer	244.40	William Hill	205.87
Kevin Graves	336.86	Winston Reid	286.02	Christian Vasquez	244.40	Sal Giacchi	205.66
Andrew Skarka	336.77	David Pennington	285.96	Pablo Abeytia	244.34	Mario Hernandez	205.01
Humera Sheikh	336.69	Soen Sheppard	285.51	Erik Rice	244.05	Cynthia Romero	203.97
Jerome Kastrow	335.84	Kyle Klipp	284.26	Juan Morales	243.84	Selena Thammassen	203.20
David Acheatel	334.08	Lee Croft	284.04	Ineida Andrade	243.61	Dywon Terry	201.66
Jonathan Tomko	332.69	Peter Chan	283.45	Nedra Wilson	243.38	Nicole Bales	201.50
Jamie Rutan	332.58	Stacy Tulloch	282.86	Denise Bride	243.36	Wendy Dull	201.45
David Saez	331.68	Amanda Miller	281.97	Juanita Vigil	243.16	Julia Beatty	200.31
Adam Niman	330.98	Lorna Blackwood	281.30	Lisa Martinez	242.72		
Leon Thompson	329.30	Wilfredo Santiagocruz	280.85	Martin Hopkins	242.03		
Joseph Flynn	328.87	Vera Leus	280.55	Tamekia Baynes-Butler	241.73		
Mark Peltz	327.27	John Fifita	279.98	Dawn Hardin	241.54		
Timothy Peters	327.04	Steven Haley	279.88	Kristina Nelson	241.30		
Chad Zalunardo	326.56	Michael Sheets	279.80	Ashley McMurtry	241.16		
Albert Lau	325.89	Steven Rotherforth	279.35	Peter Knapp	241.10		
Vianney Ruiz	325.48	Dwayne Powell	279.09	Paul Johnson	240.74		
Victoria Ramirez	325.04	Michael Snow	276.62	Juan Montufar	239.90		
James Boese	324.60	Alan Rosen	275.52	Kiriya Galvez	239.55		
Jason Schrimsher	323.70	Daniel Walton	275.46	Christopher Gobeil	236.66		

*All qualifiers listed achieved at least \$200 in bonus totals.
Spotlight August 2008 ■ Encore!

World's Greatest Bonus

Total \$1,243,531.68

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Roghie Hassanloo	\$8,042.83	Frank Mangus	\$2,418.35	Lori Sellers	\$1,708.32	Joseph Grandbois	\$1,425.16
Elvis O'Banor	6,682.75	Manuel Gogolin	2,401.58	Michael McSorley	1,707.24	Nathaniel Gagum	1,424.73
Amir Sedaghat	5,892.97	Jay Meyer	2,378.65	Kurt Walters	1,701.25	Tyler Murray	1,423.62
Helen Taylor	5,435.45	Robert Drake	2,364.34	Edward Harris	1,698.35	Jonathan Whitaker	1,419.40
Lily Tchen	5,377.61	Michael Brown	2,344.73	Francois Bealni	1,698.04	Joshua Atwood	1,418.82
Adam Kahn	5,342.54	Geron Harris	2,341.31	Travis Eick	1,691.02	Ryan Nishio	1,417.74
Jose Lopes	4,944.31	Kilisimasi Segal	2,325.93	Pamela Smith	1,689.36	Benjamin VanFossen	1,417.53
Tehani Maragos	4,909.04	Reynaldo Singson	2,312.67	Timothy Nolan	1,687.46	Luay Ghawi	1,416.88
Catherine Minor	4,837.16	Saygun Aktas	2,305.21	Brandon Zangaro	1,683.93	Robert McDonald	1,415.20
Robert Ulreich	4,673.29	Evan Holzhauser	2,294.49	Edward Pierre-Paul	1,683.64	Nicholas Rice	1,415.10
Steven Stensrud	4,617.82	Norman Candelore	2,287.58	Vicente Alaniz	1,682.45	Brian Wolchok	1,414.41
Timothy Cruise	4,518.43	Kristi Vang	2,256.23	Olivia Mahieu	1,681.89	David Fortune	1,413.33
Kevin Appasamy	4,274.68	Eun Oh	2,248.47	Joey Kennedy	1,676.73	Thomas Dugan	1,411.98
Max Quasem	4,250.99	Raymond Angeles	2,229.60	Noris Flores	1,669.08	Sophia Fryer	1,410.36
Thomas Vena	4,178.35	David Garbarskiy	2,227.74	Edward Rangel	1,668.30	Terry Knudson	1,405.61
Karen Sessing	3,923.97	Daniel Hanson	2,220.86	John Franklin	1,658.86	Krista Thieme	1,404.37
Mercedes Ayala	3,914.02	Gary Jones	2,207.64	John Pagano	1,654.21	Ed Olfert	1,404.11
Melissa Schroeder	3,649.53	Dason Phaul	2,204.61	Christopher Custer	1,653.89	Jeffrey Dinocento	1,403.76
Delaunda Milner	3,565.95	Kevin Holtz	2,196.65	Alexander Seropian	1,647.88	Charles Perez	1,397.73
Marcus Oliver	3,394.74	Jarrold Turner	2,195.91	Erik Costello	1,644.61	Russell Morris	1,394.90
Robert Prodnick	3,374.68	Samson Adelufosi	2,175.28	Kellen Cuttance	1,640.23	Ariel Palma	1,394.17
Brock Lampee	3,248.99	Omar Hashimi	2,172.29	Ilona Patterson	1,637.57	Alex Hernandez	1,392.34
Daniel Potilechio	3,236.66	David Moir	2,169.54	Naera Pomare	1,626.33	Phillip Brady	1,391.77
Haoyu Xu	3,212.81	Gabriel Manzo	2,166.73	Stephanie Broeder	1,616.12	Julie Fernandez	1,390.77
Ernesto Magat	3,196.30	Kelly McDonald	2,158.66	Toafa Teo	1,611.04	Athar Sheikh	1,390.62
Damien Cannaday	3,172.20	Justin Wilson	2,148.59	Travis Rasso	1,610.91	Willie Hayden	1,390.10
Thomas VanOsdol	3,168.03	David Ackerman	2,146.70	Bradley Ellison	1,608.58	Andrew Bishop	1,387.35
Lee van Delft	3,163.54	Charles Zwicker	2,144.30	Ryan O'Donnell	1,603.33	Daniel Panaro	1,386.42
Zachary Hart	3,160.53	Debbie Romero	2,137.51	Juan Cardona	1,603.32	Diane Carrion	1,384.62
Bobby Gujral	3,152.83	Robert Nuss	2,123.28	Larry Bolinske	1,601.69	Donald Mitchell	1,384.05
Alba Wandurraga	3,120.24	Jayson Medema	2,122.66	David MacNeill	1,599.95	Regina Stingley	1,382.11
Cassandra Gordon	3,112.84	Anthony Balsano	2,120.39	Matthew MacDonald	1,592.71	Michael Thomas	1,378.78
Bianca Zaragoza	3,087.51	Karen Stockwell	2,112.37	Robert Biser	1,590.60	Garik Petrosyan	1,378.40
Eugene Kashkin	3,084.32	David Mellies	2,101.59	Travis Vandenberghe	1,579.91	Carole Rossman	1,375.05
Leone Tom-James	3,053.77	Angeles Ordas	2,092.97	Preeti Sahgal	1,578.08	Vieva Battiste	1,370.65
Jay Newsome	3,037.43	Andrea Barenholtz	2,075.86	Luvette Ward	1,577.83	Thomas McGarry	1,368.03
Jake Sheridan	3,032.31	Mario Chavez	2,065.72	Andrew Scritchfield	1,571.45	Ronald Friedlander	1,368.02
Eric Zweifel	3,003.33	Philip Cohen	2,054.36	Milton Smith	1,567.11	Sulia Vaenuku	1,361.85
Danielle Jankowski	2,985.06	Ala Awad	2,053.36	Ronald Starr	1,566.85	Robert Webb	1,358.03
James Palmes	2,945.44	Natalie Lloyd	2,053.33	Ziad Aafouallah	1,564.17	Joshua Lageman	1,354.94
Alfred Brenner	2,907.01	Ross Ewen	2,039.51	Bruce Davis	1,545.90	Tracey Dugan	1,353.06
David Cassidy	2,899.67	Jason LaFayette	2,023.70	JoAnne Marks	1,540.70	Justin Aikens	1,351.88
Brian Morse	2,869.93	Bruce Crowell	2,018.53	Ann Lawhead	1,537.24	Sharon Brenner	1,351.32
Jose Harb	2,861.23	Taryn Slavens	2,010.73	James Schneider	1,536.34	Paul Smoley	1,350.51
Joaquin Santos	2,846.69	Stephen Jubrey	2,005.84	Khalil Brown	1,535.41	Luciana Mosca	1,346.47
Bradley Kampmeier	2,829.37	Jamison Blom	1,979.31	Sean Robinett	1,535.05	Peter Soybel	1,346.36
Shauntay Furbush	2,810.64	Kevin Ishikane	1,976.76	David Jackson	1,532.99	Sylvain Sawyer	1,342.33
Brenda Anderson	2,798.94	Rita Earl	1,976.35	Jesse Reeder	1,525.40	Arlene Grosso	1,341.67
Bedis Kilani	2,796.81	Lynn Jones	1,959.00	Jonathan Cochran	1,525.33	Christopher Analista	1,340.42
Jerrell Johnson	2,793.89	Williams Kennedy	1,951.00	Wayne McLean	1,524.60	Joshua Soucy	1,335.88
James Cummings	2,766.86	Marisa Willgruber	1,939.82	Jennifer Garcia	1,520.83	William Ray	1,332.77
Elizabeth Cazares	2,763.31	Evan Wicklund	1,935.55	Craig Kitchner	1,513.06	Myron Leach	1,329.46
Theresa Sanfilippo	2,722.57	Tasha Tucker	1,935.47	Ricardo Garavito	1,512.08	Shaelagh Legus	1,322.17
Jomari Holder	2,701.21	Michael Perkins	1,915.57	Raul Castaneda	1,509.26	Christopher Heckman	1,322.12
James McLagan	2,694.76	William Buckenmeyer	1,906.55	Renee Anderson	1,504.43	Rashelle Nugent-Smith	1,321.39
Paul Abeling	2,688.87	Mickenzie Linse	1,895.64	Jason Beyer	1,501.19	Ryan Clark	1,321.28
Mary Ann Gaelic	2,663.18	Wayne Green	1,884.36	Melissa McCall	1,498.33	Kevin Yakowich	1,320.11
Karen McQuoid	2,649.63	Douglas Connor	1,874.26	Drew Johnson	1,498.03	Rowan Bousaid	1,319.93
Dennis Titcombe	2,643.03	Paul Samra	1,849.81	Peter Kaplanis	1,492.42	Dewey Lewis	1,319.72
Scott Remy	2,632.63	Tina Ward	1,840.90	James Griffith	1,484.04	Tammy Schroeder	1,317.66
Jamison Weatherspoon	2,628.27	Iryna Sushkova	1,830.93	Nedelka McLean	1,482.19	Christian Bryant	1,317.01
Mazen Hilal	2,625.32	Brian Balch	1,825.09	Theresa Bellajaro	1,481.81	Franklin DeJesus	1,315.35
Maria Greene	2,622.61	Michael Bromberg	1,822.27	Antonio Depina	1,481.05	Jason Duncan	1,314.53
Wendy Jennings	2,612.37	Benjamin Eggen	1,812.67	Andrew Brinkmeyer	1,462.02	Ini Augustine-Akpan	1,314.48
Dart Brown	2,611.81	Ronald Stingley	1,790.89	Brent Leathers	1,461.33	James Ching	1,308.40
Leon Blake	2,605.63	Aaron Latham	1,786.06	Samantha Chui	1,460.86	Philip Anderson	1,298.94
James Aalders	2,589.48	Lawrence Broniszewski	1,782.36	Frank Soldo	1,456.26	Fritzel Octave	1,298.34
Chelsey McLean	2,577.19	Dichita Warren	1,766.14	Gregory McMeckan	1,455.90	Mark Bleier	1,293.89
Kevin Edwards	2,519.63	Travis Norman	1,741.23	Jose Tavera	1,450.72	Teresa Butolph	1,293.75
Ryan McIntosh	2,503.24	Jeff James	1,738.50	Robert Vincent	1,450.13	Pablo Pirela	1,293.16
Mary Artis	2,482.95	Karim Elfeky	1,734.63	Michael Mandella	1,448.26	David Popowitz	1,288.52
Kevin Haines	2,465.40	Jessica Santamarina	1,727.59	Todd O'Neill	1,447.01	Earnest Loveless	1,284.60
Scott Hanna	2,452.18	Alex Gonzales	1,721.02	Andrew Reynard	1,437.99	Ariana Schubert	1,283.57
Freida Yakubov	2,451.82	Dustin Dunlap	1,718.20	Rebecca Farnsworth	1,433.48	Maureen Karnow	1,278.58
William Parmeter	2,424.97	Latoya Richardson	1,711.21	Claudia Baba	1,426.53	Michael Garrett	1,278.03

World's Greatest Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Melody Foy	\$1,270.14	Mark Lindenmann	\$1,105.35	Jesus Gonzalez	\$949.13	Kelby Hendricks	\$828.32
Arturo Serrano	1,267.06	Pamela Ladd	1,103.58	Matt Wyss	946.51	David Goodman	827.63
Veronica Solorio	1,263.26	Brent Arbour	1,102.19	Felicia Najera	944.28	Natalie Dachille	824.11
Monica Camacho	1,262.90	Kenneth Greer	1,098.20	Sefo Purcell	943.25	Joseph Serrano	823.67
Benjamin Mancillas	1,262.10	Gary Van Ert	1,096.25	Lorie Keller	942.93	Edward Clunk	818.55
Alicia Pineau	1,257.73	Delphina Livorsi	1,093.58	Timothy Watson	941.21	Edward Jordan	818.51
Seth Randolph	1,255.66	Brett Stephens	1,092.83	Brandon Braun	939.47	Vance Bosch	818.46
Maryam Nemati	1,255.14	Alisa Bell	1,092.35	Frank Carpenter	939.12	Gail Siemer	816.93
Caleb Douce	1,244.11	Kate Verhelst	1,087.41	I-Perfection Harris	937.52	Nathan Coble	816.62
Jose Lomeli	1,244.02	Mehr Shahukar	1,081.17	Hector Urena	937.01	Christopher Hittner	816.20
Andrew Belsky	1,243.97	Jennifer Burrows	1,079.79	William Gordon	931.32	Sarah Pearson	816.08
Herve Thelusmond	1,240.02	Pamela J Smith	1,078.64	Phillip Currie	928.06	Debra Janssen	815.83
Christopher Edwards	1,238.75	Sonia Marin	1,078.15	Cara DeFiore	927.74	Kemar Cohen	814.74
Jacob Eyer	1,237.33	Vicki Westenskow	1,077.73	Caroline Schurter	922.07	Elizabeth Cox	812.65
Michael Delahunty	1,235.89	James Butler	1,076.78	Pauline Ruff	920.47	Taylor Moore	812.34
Lynda Williams	1,232.29	Antonio Monica	1,075.77	Robert Reagan	920.28	Dina Carrion	809.70
Victor Rodos	1,232.02	Paramjit Sangha	1,071.86	Romel Moore	920.25	Sandy Knecht	807.39
Shameeka Pearson	1,231.16	Sandra Reite	1,071.78	Benjamin Charles	919.05	Shawn James	798.99
Cindy Cross	1,231.07	Michael Dimarco	1,071.06	Juan Acevedo	918.70	Daniel Eggers	797.97
Curtis Visser	1,230.13	James Hurlburt	1,070.49	Edwina Taft	915.99	Bo Magee	797.28
Oswaldo Kouno	1,228.17	David Walton	1,065.80	Kenneth Madden	915.26	Robert Slocum	795.98
Kimberly Bird	1,227.62	Calvin Moore	1,064.76	Mitchell Look	914.94	Arthur Westergren	795.11
Eric Cisler	1,226.45	Secelie DeBellot	1,062.94	Telly Wilson	910.27	Robert Seeber	793.42
Mickey Flinn	1,224.58	Jinzhou Zhao	1,062.57	Crystal Hollingsworth	910.15	Kristina Small	792.46
Arnold Pacleb	1,218.96	Amy Shui	1,062.21	Krassimir Nikolaev	910.08	Cesar McClain	787.58
Theresa Nielsen	1,218.58	Mickey Beaver	1,060.06	Tanner Schrunk	909.86	Corey Carbon	787.48
Daniel McDonald	1,214.70	David Honey	1,059.97	Shawn Yarbrough	909.02	Kristyne Rowley	785.53
Marshan Johnson	1,213.35	Leonis Lamoru	1,059.57	Marcus Wilkes	907.97	Michael Romeo	782.65
Jenny Sample	1,211.96	Danielle Patey	1,059.27	Gabriel Feldmann	907.27	Michel Carriere	782.36
Lorena Barriere	1,209.03	Matthew Gonzales	1,057.40	Norma Crawford	901.47	Tony Chu	782.32
Darryl Mitchell	1,201.47	Brian Sundberg	1,053.27	Craig Beck	897.84	Jason Cabamongan	781.93
Jamie Zeigler	1,199.33	Al-Karim Walji	1,052.88	Tibor Simon	896.70	Lola Tatum	777.04
Eileen Moss	1,195.51	Donna Carson	1,052.33	Phillip Cobrand	896.50	Brent Morrissey	775.70
Joshua Richmond	1,190.90	Kevin Smith	1,045.92	Richard Lutz	895.59	Erin Moyer	775.33
Tony Motley	1,188.82	Timothy Matteson	1,044.13	Manuel Sanmiguel	893.53	Courtney Evelyn	774.69
Tuyet Dang	1,186.63	Bernardo Lopez	1,040.84	Twila Hardy	889.81	Amanda Niss	774.23
Michael Camara	1,185.95	Daniel Burnell	1,039.43	Joshua Toft	888.08	Jason Ocean	773.17
Ryan Neel	1,181.38	Wade Smith	1,039.32	Shaun Sideris	887.70	William Heath	773.03
Hank Gordon	1,174.27	Stefani Williams	1,037.30	Kristin Grass	887.69	Christopher Feiner	771.70
Sophia Szeto	1,173.73	Marc Coulter	1,033.02	Lazarus Echeta	886.37	Sean Hall	771.29
Cole Stukenholtz	1,173.54	Duane Dowden	1,030.72	Katrina Arnold	885.91	Anita Facundo	770.36
Eli McKenzie	1,170.46	Ramin Maghsoud	1,029.78	Zoe Rhoden	885.64	Cynthia Palfrey	769.97
Heather Pearce	1,170.44	Scott Smaltz	1,024.17	Brian Wilson	884.28	Dustin Klingebiel	769.20
Natalie Soboleva	1,169.29	Rachel Henry	1,023.86	Pablo Garcia	884.12	Christopher Brooks	768.39
Loralee Vasquez	1,169.18	Luis Bagundo	1,020.67	Wes Elder	881.92	Richard Pasternack	765.34
Majesta Davis	1,167.10	Karen Goni	1,020.25	Craig Erwin	877.75	John Rooper	763.50
Norman Lew	1,163.55	Christa Barfield	1,020.24	Patrick Robitaille	874.85	Craig Harbert	762.62
Michael Black	1,160.96	Rosnel Dufort	1,019.17	Adrena McCreary	870.98	Oscar Polonio	760.78
Amber Wallace	1,160.69	Jera Culbert	1,018.33	Julius Chibayere	870.43	Deon Moore	758.92
Preston Wade	1,158.84	Peggy Winston	1,016.38	Larry Malitz	869.39	Kasimira Joyce	757.45
James Burke	1,155.15	Billy Wilder	1,009.07	Kieth Matesig	866.51	Johnathon Bunch	753.94
Dick Nakatani	1,151.48	Leticia Carranza	1,006.59	Derek Liska	865.90	Troy Plummer	752.30
Denice Copp	1,151.08	Stefanos LeBrasseur	1,005.81	Nellie Whittaker	865.44	Sara Welch	751.23
Sharron Wilson	1,146.76	Fernando Fernandez	1,005.76	Daniel Umbertone	863.48	Matthew Parker	746.40
Kurt Papenhause	1,145.96	Gregory Hayman	1,004.20	Tahila Mateni	862.05	Maone Leausa	746.08
Gail Arundale	1,144.82	Mark Harhager	1,002.04	Jeffrey Watson	861.38	Timothy Vizeau	745.46
German Pena	1,141.06	Jesse Lawson	1,001.53	Raymond Appleberry	859.90	Patrick Stenglein	742.66
Jerod Smith	1,140.51	Mark Clark	1,000.09	Nicholas Lorence	857.22	Kevin Richard	742.17
Maryann Hoffman	1,138.67	Daniel Gamble	1,000.05	Ben Halali	856.42	John Manarte	741.71
Jamie Whitbey	1,137.93	Zulfikar Bhukera	999.57	Mark Ziemanski	855.22	Maria Thlang	740.92
Sergio Herrera	1,137.85	Tammy Zagata	997.86	James Seaborn	854.71	Herbert Adams	738.72
Andrew Haskins	1,137.45	Ben Kelly	997.68	Carey Sobers	854.06	Jared Vidrine	738.53
Frederick Greene	1,135.37	Jason South	997.64	Christena Wong	853.71	Shelly Vilsaint	737.47
Veronica Barrionuevo	1,135.00	Brandon Schwed	986.72	Marc Younger	853.44	Hsiaohsuan Li	737.35
Matthew Glisson	1,134.51	Renata Kent	986.15	Demetrius Franklin	851.79	Candice Nekon	732.69
Richard Cortez	1,127.93	Clifton Horton	985.53	Victor Christman	850.56	James Scholder	730.52
John Nesbitt	1,127.75	Raishaun Stover	981.95	Christine Durrer	850.34	Daniel Wotring	730.13
Byron Paz	1,127.27	Hyungjun Kae	969.43	Christina Ponnambalam	849.97	Keith Litterst	730.03
Jessica Fernandez	1,124.06	Sheryl Patterson	969.14	Romaro Crowder	848.06	Eric Kreinbrook	729.66
Catherine Luke	1,119.49	Janice Dixon	967.59	Elizabeth Teller	847.83	Robert Neumann	729.19
Adam DeLuna	1,118.74	Janice Gill	962.69	Peter Kwiatkowski	842.09	Daniel Rustad	727.71
Gleb Ostrovsky	1,114.47	Heidjjoy Schollmeier	961.81	Larry Adebessin	841.72	Joseph Larsen	725.65
Melvin Webb	1,113.16	Curt Snow	961.11	John Serrano	840.10	Rachel Deiter	723.52
Kyle Smith	1,110.34	Bonnie Williams	959.36	Kyriacos Davis	836.94	Justin Nevitt	722.90
Adam Trubacz	1,107.42	Gregory Nemetz	956.33	Peter Patrie	832.84	Amanda Sanchez	719.24
Norbert Medina	1,106.62	Daniel Davis	955.82	Milton Garlick	832.82	Eddy Prellwitz	719.24
Clifford Mekelburg	1,105.81	Joshua Stankovich	954.21	Kevin Young	831.70	Lydia Hartounian	717.10
Erickson Bencosme	1,105.36	David Harrington	950.81	Nikki Woods	829.87	Steven Edgell	716.22

Reinstatement Bonus

Total \$26,115.70

July Bonus Qualifiers

David Jackson	\$3,607.91
David Wang	1,477.17
Arthur Westergren	1,151.03
Jera Culbert	1,120.78
Balvino Cardoza	1,041.48
David Ackerman	1,001.73
Lance Martin	931.86
Sami Mogannam	849.22
Carlo Bonifazi	730.44
Adam Herman	717.76
Jose Sanchez	668.40
Jodi MacPherson	664.35
Lily Tchen	571.32
Janette Meza	562.02
Hank Gordon	479.74
Olaf Johnson	469.65
Norbert Medina	402.54
Martha Souto	391.71
Terry Knudson	387.79
James Palmes	353.91
Max Quasem	349.89
Lorena Barriere	342.35
Douglas Zigby	324.00
Byron Paz	323.79
Daniel Potilechio	298.23
Steven DiChiaro	288.15
Heidy Morataya	282.60
Robert Appel	262.17
Billy-Joe Kuzyk	244.08
Earnest Loveless	239.40
Ronald Rivera	234.00
John Charlton	220.59
Francisco Zarathustra	218.52
Kathy Langley	217.02
Harjeet Rana	207.75
Juan Cardona	207.54
Diana McNair	202.35

*All qualifiers listed achieved at least \$200 in bonus totals.

Public Relations Bonus

Total **\$47,316.79**

Al Wall	\$4,316.40
Manon Brulotte	4,105.92
Larry Lozano	2,600.50
Frances Christie	2,409.00
Mark Gagliardi	2,149.00
Robin Andrade	2,136.00
Irene Rurycz	2,115.00
Lori Vaughn	1,735.50
Vivian Dwyer	1,565.24
Rona Pileggi Spano	1,524.31
Donald Spohn	1,385.00
Alexis Mathis	1,315.50
Jacqueline Lowe	1,233.81
Laurie Gruber	1,161.00
Alina Latinsky	976.50
Darrell Dorey	963.50
Carrie Ho	939.50
Brenda Di Somma	938.50
Kenneth Altizer	921.50
Nicole Pate	847.50
Richard Case	710.00
Chuck Hill	707.50
Casandra Williams	627.00
Nathan Cook	541.50
Amal Krawczyk	534.00
Jennifer Gray	533.25
Marilyn Gonzalez	513.50
Jerry Hartnett	433.50
J T Tasker	415.50
Angela Potter	382.50
Steven Orcheron	362.77
Robyn Ferraro	350.25
Jenny Williams	349.75
Barbara Knight	347.00
Sandra Johnson	317.25
Linda Stadtler	273.75
Casandra Robinson	261.00
Brett Hulme	256.00
Nadine Boudreault	235.13
John Wagner	234.00
Stephen Matous	231.00
Leo VanDenBussche	230.01
Billy Sauers	226.50
Carmella Stroud	222.00

JANUARY
FEBRUARY
MARCH
APRIL
MAY
JUNE
JULY
AUGUST
SEPTEMBER
OCTOBER
NOVEMBER
DECEMBER

*All qualifiers listed achieved at least \$200 in bonus totals.

Leadership Bonus

Qualifier	Bonus
Steven DiChiaro	\$1,088.05
Neil Quinn	1,085.18
Dennis Titcombe	1,084.78
Francisco Zarathustra	1,072.05
Joshua Lageman	1,045.27
David Goodman	1,042.81
Scott Smaltz	1,010.38
Perquida Osborne	1,005.03
Mathew Mealey	990.60
Christopher Jordan	931.33
Robert Hughes	922.35
Michael McIntosh	917.85
Ryan Bisanz	916.82
Aubrey Sarreal	907.86
Albert Lau	898.26
Thomas Stewart	894.22
Christopher Keller	881.78
Lori Sellers	875.20
Ronald Rivera	873.31
Roger Fung	864.28
Andrew Brinkmeyer	859.11
Carl Zimkeit	857.28
Justin Wilson	853.12
Corey Carbon	844.30
Michael Delahunty	840.14
Robert Kanaan	838.81
Nicholas Lorence	832.52
Maria Greene	822.13
Robert Reagan	820.57
Stephane Masyn	819.34
John Sparby	819.05
Larry Pereiro	817.83
Zeve Katz	815.86
George Lahamedjian	799.34
Michael Marion	796.48
Haoyu Xu	789.98
Edward Rangel	788.82
Natalie Lloyd	786.33
Michael Weeder	785.73
Stephen Jubrey	784.71
Kedric Davis	767.74
Jeffrey Smith	754.65
Diane Carrion	754.41
Toby Potter	752.67
Duane Robertson	738.43
Patrick Stenglein	733.83
Kasali Kotun	731.84
Daniel McCarthy	724.38
Sharif Grays	722.22
Thomas Reagan	708.72
Jonathan Russell	694.82
Alexander Seropian	689.21

Qualifier	Bonus
Luis Bagundo	\$681.26
Timothy Velky	675.35
Christopher Feiner	672.18
Dustin Raaum	667.30
DeMario Cooper	664.46
Dichita Warren	657.97
Brandon Braun	657.01
Christian Bryant	656.57
Andrew Bishop	655.06
David Sellek	654.74
Rhonda Brown-Strong	646.88
Brendan Boyle	643.54
Kieth Matesig	642.06
Christopher Hittner	635.64
Jerry Marion	635.08
Kimberly Riley	617.65
Kevin Burton	604.44
Marshan Johnson	603.47
Daniel Eggers	602.46
Nicholas Engrav	601.10
Kenji Leonard	590.82
Salvatore Gallo	589.62
Samantha Chui	589.60
Beth Snow	576.95
Elvis Langha	575.99
Chad Neff	574.18
Mark Bleier	571.64
Brittney Mathews	571.39
Chad Derrick	570.85
David Boshard	567.64
Curt Snow	559.26
Jeremy Gray	557.26
Michael Antognoli	555.18
Cathy Thompson	550.78
Philip Anderson	542.60
Eric LaBossiere	540.89
Robert Liles	539.32
Daniel Umbertone	536.01
Jackie Alston	534.98
Johnathon Bunch	533.95
Lee van Delft	529.64
Michael Thomas	528.42
Ryan Neel	523.00
Ryan LeBaron	512.39
Theodore Greer	511.83
Tasha Tucker	509.27
Matthew Jack	498.98
Orett Nelson	496.90
Lindsay Bennett	494.86
Corey Neff	479.77
Sara Welch	476.69
Joshua Stankovich	470.79

Qualifier	Bonus
Brandon Kissinger	\$467.58
Patricia Lee	463.58
Charles Vance	460.25
Damien Cannaday	458.99
Kim Charles	455.28
Tod Brown	455.24
Edward Bernard	445.65
Anthony Paradiso	440.01
Michael Bromberg	431.37
Raymond Risucci	430.39
David Saez	430.21
John Hancock	422.45
Andrew Skarka	421.80
Donald Wold	420.72
David Montgomery	420.00
Jason Taylor	419.14
Patrick Duray	407.39
Andrea Barenholtz	407.18
Maurice Jordan	407.17
Alfredo Ramirez	406.75
Andrew Reynard	404.85
Glenn VanDeSande	401.30
Brian Blair	400.57
Abolfazl Mohammadi	396.12
Kelvin McDiarmid	394.87
Matt Wyss	390.43
Floyd Hodoh	386.93
Tracy Henderson-Edwards	384.99
Noel Ables	383.33
Charles Claggett	381.09
James Isip	380.54
Cynthia Wilhelmi	379.17
Michael Romeo	378.65
John Hollins	375.53
Luciana Mosca	372.13
Cynthia Romero	371.44
Michael Camara	371.33
Brian Balch	366.77
Travis Brock	364.92
Natalie Soboleva	362.61
Lee Croft	361.66
Mark Myles	351.05
Scott Hanna	348.83
Aaron Gebke	347.07
Joseph Battaglia	337.50
Calvin Moore	332.91
Franlisa Williams	328.23
Christen Coppola	327.06
Kevin Holtz	326.16
Corby Jespersion	324.02
David Harrington	323.00
Jerry Kust	308.37

Qualifier	Bonus
Nelson Scott	\$306.51
Kristann Sloan	302.73
Ernesto Magat	302.21
Sonia Marin	299.19
Rencel Jones	298.04
Christian Chenier	294.54
Erickson Bencosme	293.51
Paul Samra	293.18
I-Perfection Harris	292.26
Ryan Nishio	292.09
Eric Zweifel	290.85
Herbert Adams	287.81
Preeti Sahgal	283.86
Hsiaohsuan Li	282.88
Catherine Minor	281.98
Stephaan Brown	281.89
Katherine Georgiou	281.10
David Aronovich	279.27
Mildred Rush	277.61
Britany Pariente	277.27
Eric Bott	273.46
Dart Brown	272.14
Elaina Bosco	271.66
Dick Nakatani	268.08
Darron Hacker	265.51
Dywon Terry	264.50
Matthew Willrodt	260.93
Kellen Cuttance	255.50
Brandon Davis	255.49
Kendall Reeves	253.14
Rory Crockford	252.67
Agatha Safford	249.05
Osei Agyeman	248.85
Scott Fenton	248.51
Cole Stukenholtz	246.68
Steven Rogers	244.49
Ryan Trimble	243.67
Christopher Babel	236.08
Adam Smith	232.66
Craig Strompf	229.58
Michael Zorn	224.98
Katie Chase	224.77
James Aalders	219.68
George Noujaim	215.01
James Robinson	212.93
Carlo Bonifazi	212.87
Joseph Flynn	209.04
David Popowitz	207.76
Steven Edgell	202.97

*All qualifiers listed achieved at least \$200 in bonus totals.

Leadership Bonus

Total \$751,810.96

Qualifier	Bonus
Eamest Powers	\$17,333.83
Jeffery Thiel	14,946.12
Ben Halali	13,087.28
Laura Fisher	12,897.09
Mitch Duplantis	12,857.43
Cheryl Foti	11,198.79
Alberto Alcalá	11,092.61
David Iriye	10,697.57
Harjeet Rana	10,293.14
Byron Paz	10,217.87
Joseph Moore	9,889.48
Brett Gryska	9,561.62
Wayne Fader	8,910.99
David Hausman	8,568.21
Tiffany Roland	8,448.40
David Melcher	8,431.61
Robert Shafer	8,362.01
Desi Dimitrova	8,237.22
Bobby Gujral	8,143.10
Ryan Vopat	7,614.72
Steven King	7,191.37
Stephen Hill	7,053.72
Richard Sprigg	6,484.25
Sarai Castanon	6,241.48
Stephen Bendure	6,038.83
Samuel Cohen	5,782.88
Volodymyr Derevyanyy	5,681.31
Pamela Ladd	5,619.92
Allan Gilbert	5,589.03
Levar Morgan	5,526.64
Vanessa Garcia	5,024.19
David Thomas	4,999.80
Phillip Prata	4,907.44
David Guzman	4,704.06
David Wang	4,693.98
Brian Allt	4,601.31
Evan Holzhauer	4,490.86
Michael Laramie	4,452.67
Michael LiBassi	4,420.68
John Collins	4,305.67
Robert Dunn	4,210.78
Sonny Gurney	4,199.37
Dorian Oldham	4,172.82
Jason Harris	3,906.04
Matt Pflueger	3,890.78
Doreen Ryan-Foti	3,866.25
Maxine Moody	3,861.96
Yvonne Hernandez	3,780.58
Marcus Howard	3,733.49
John McGrath	3,722.19
Kenneth Greer	3,722.10
Kyriacos Davis	3,610.81
Timothy Matteson	3,573.65
Bradley Weigand	3,566.75
Arthur Greene	3,540.85

Qualifier	Bonus
Christopher Clark	\$3,530.17
Christopher Stephens	3,524.25
Nicholas Zangardi	3,520.93
Matthew Melhorn	3,487.07
Roger Melton	3,373.89
Michael Boyer	3,361.53
Michael van Delft	3,361.00
Eric Cochran	3,353.74
Daniel Walton	3,248.54
Shaun McDonald	3,238.79
Marino Baca	3,234.16
Alvin Hagens	3,232.31
Maijargal Sukhbaatar	3,211.30
Moswen Taylor	3,183.71
Soen Sheppard	3,179.12
Jermaine Gunter	3,164.16
Steven Engrav	3,142.48
Donny Bowen	3,105.08
Gevorg Yanukyan	3,070.54
Aaron Burke	3,003.75
John Szoka	2,987.29
Tim Clark	2,979.31
Daniel Phares	2,948.59
Alan Silverman	2,894.47
Robert Gerdes	2,864.78
Kirk Alexander	2,783.30
William Ray	2,661.17
Natalie Linker	2,629.43
Michael Sheets	2,620.80
James Palmes	2,605.09
Lorenzo Lameko	2,525.93
Antonio Monica	2,516.35
Rodney Ward	2,511.29
Jared Mlinarich	2,397.85
Garret Kun	2,380.79
Gregory Engrav	2,344.94
Ryan Hall	2,339.68
Kimberly Bird	2,320.88
Anthony Balsano	2,307.25
Martin McCarthy	2,276.45
Mathew MacCannell	2,256.70
Susan Cooksey	2,222.96
Dustin Henderscheid	2,193.76
Samuel LaSala	2,175.12
Jason Dickson	2,171.19
Lawrence Willhite	2,129.47
Jason Young	2,119.89
Clifford Meikelburg	2,101.71
Richard Barbour	2,092.12
Juliana Jones	2,077.92
Daniel Orr	2,073.37
Jim Read	2,065.45
Phillip Humbel	2,060.87
Brandon Teter	2,047.27
Amir Sedaghat	2,032.78

Qualifier	Bonus
Michael Sakiewicz	\$2,025.79
Sebastian Kazek	2,018.74
Alex Gonzales	1,956.53
Emmanuel Villasenor	1,940.39
Dustin Dunbar	1,915.66
Lee Jeffers	1,913.58
Jorell Washington	1,907.74
Tim Schroeder	1,898.43
James Vatter	1,889.09
James Cunningham	1,852.28
Michael Garrett	1,813.55
Adam Kiss	1,800.39
Norman Candalore	1,764.16
Robert Vincent	1,758.19
Brad Thomas	1,751.97
Pablo Garcia	1,751.52
Craig Beck	1,731.50
Stacie Jones	1,731.09
Reynaldo Singson	1,662.68
Erik Graham	1,646.86
Averyll West-Washington	1,637.87
Daven Hermsura	1,616.47
Jason Ocean	1,600.40
Sita Pereira	1,561.29
Jason Mayer	1,557.86
Andrew Stinnett	1,550.82
Kathryn Chaisson	1,548.65
John Charlton	1,538.49
Christopher Williams	1,532.86
Benjamin Foti	1,523.10
Loralee Vasquez	1,503.51
Danielle Jankowski	1,444.86
Ben Eggen	1,443.60
Thomas Craig	1,408.57
James Ching	1,382.86
London Burnett	1,367.13
Jeremy Welch	1,363.13
Melissa Lusk	1,342.13
Lawrence Hauck	1,333.38
Hyungjuri Kae	1,325.62
Antoinette Yellock	1,295.09
David Walton	1,249.82
Stacy Taylor	1,237.71
Athar Sheikh	1,228.14
Kelly McDonald	1,202.08
Kurt Walters	1,199.22
Robert Hearn	1,173.76
Daniel Valenzuela	1,159.58
Silvia Ortiz	1,159.46
David Ackerman	1,147.40
Terry Holden	1,132.57
Tracy Haden	1,119.59
James Allen	1,100.57
Dawn McElwain	1,093.09
David Romfoe	1,091.03